

FIG. 1A

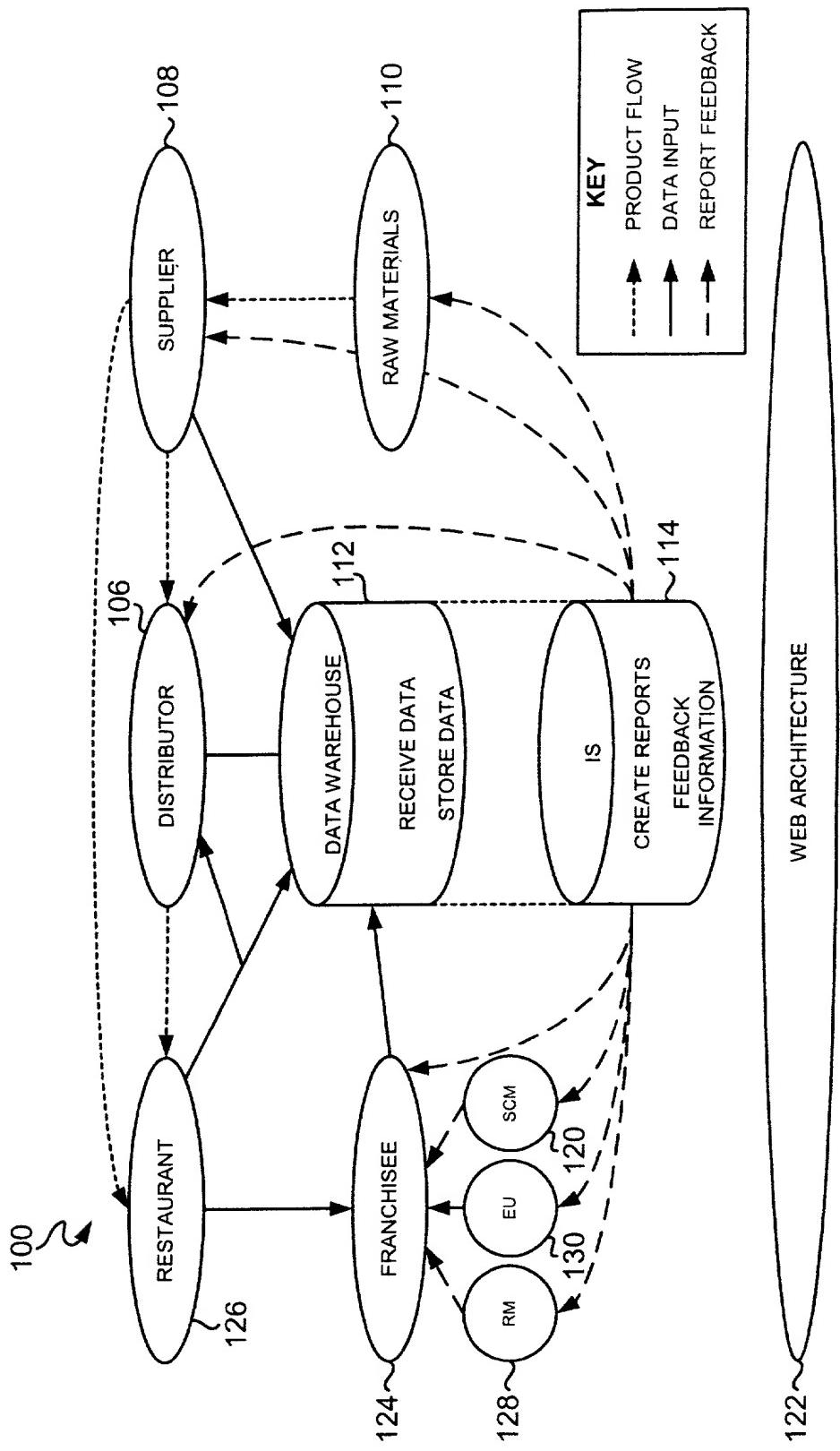


FIG. 1B

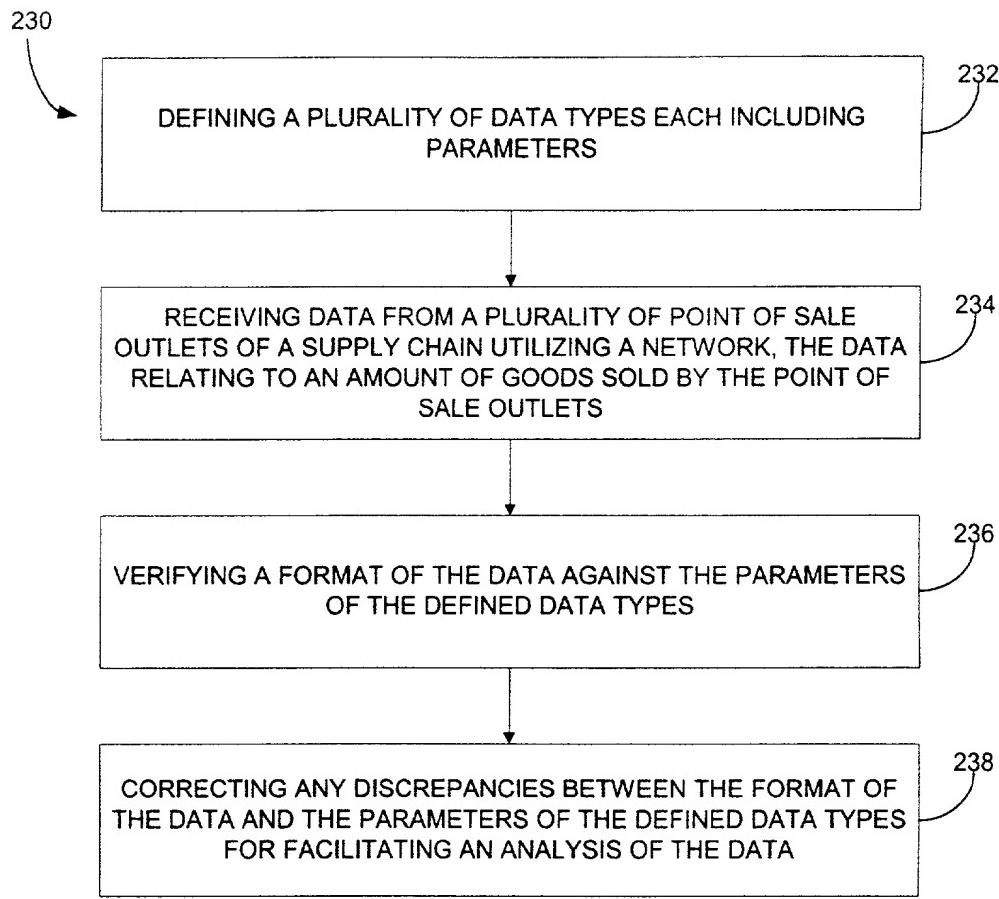


FIG. 2

100 200 300 400 500 600 700 800 900

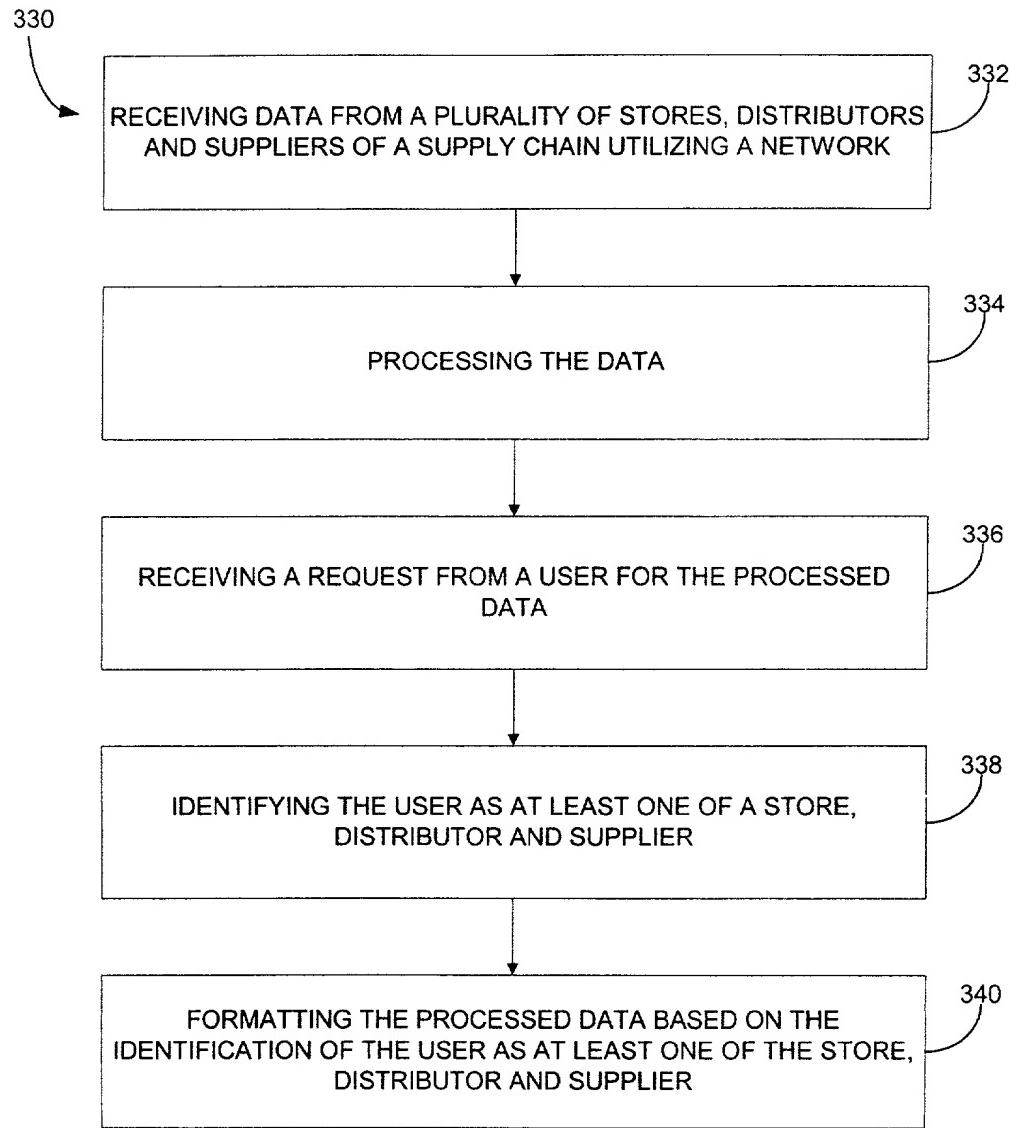


FIG. 3

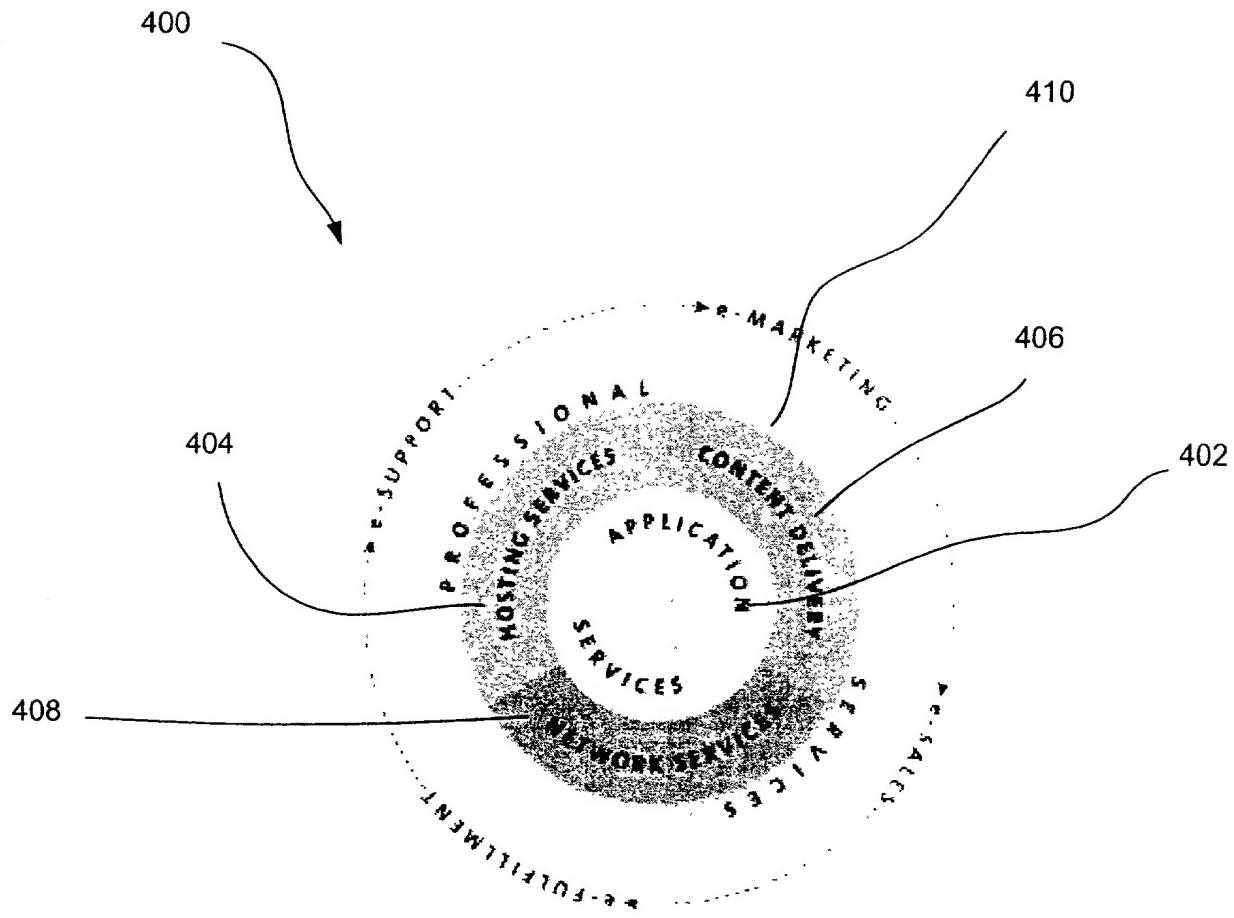


Fig. 4

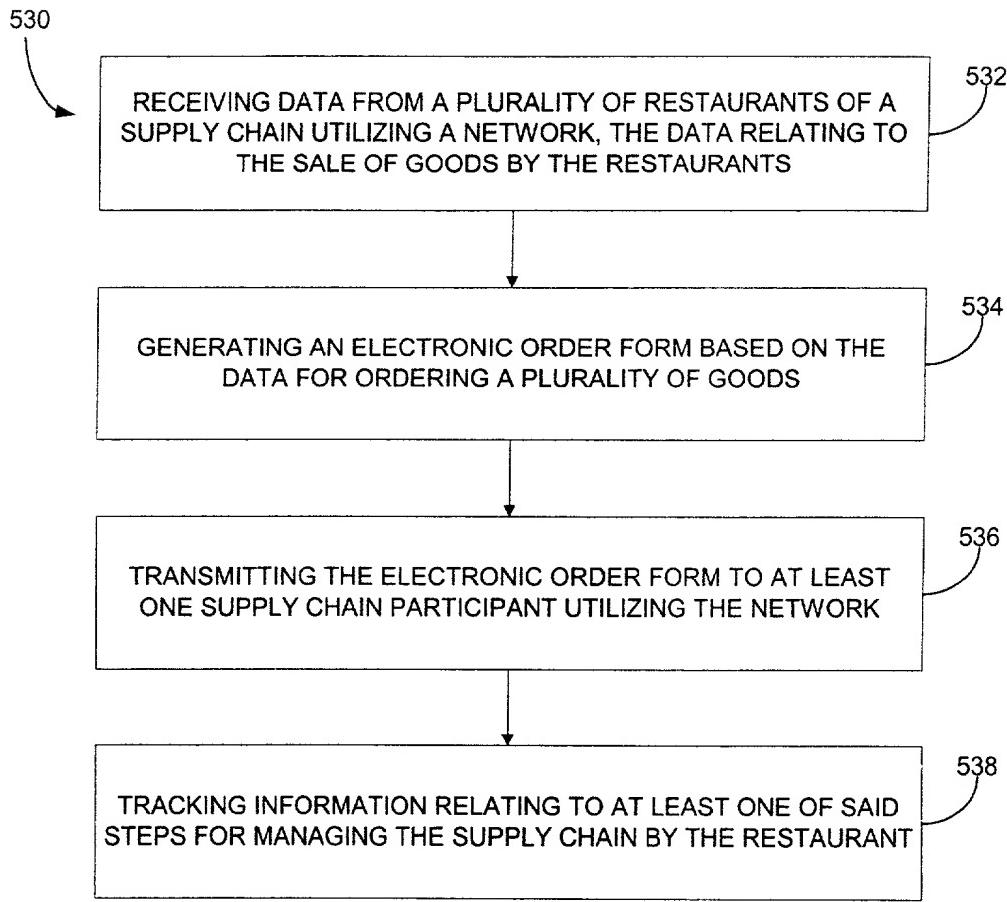


FIG. 5

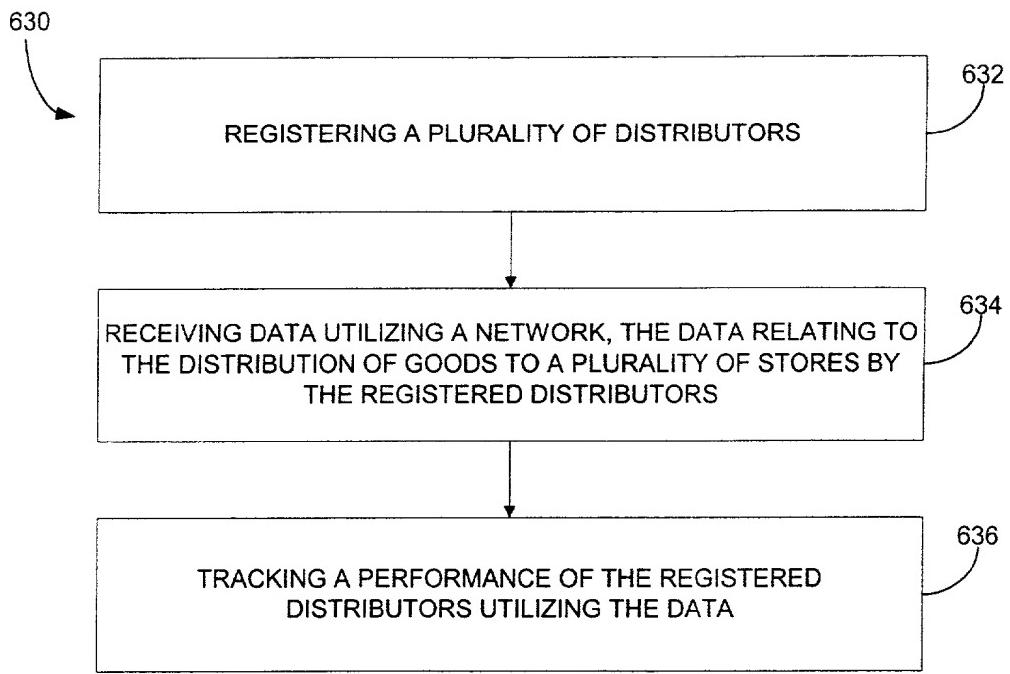


FIG. 6

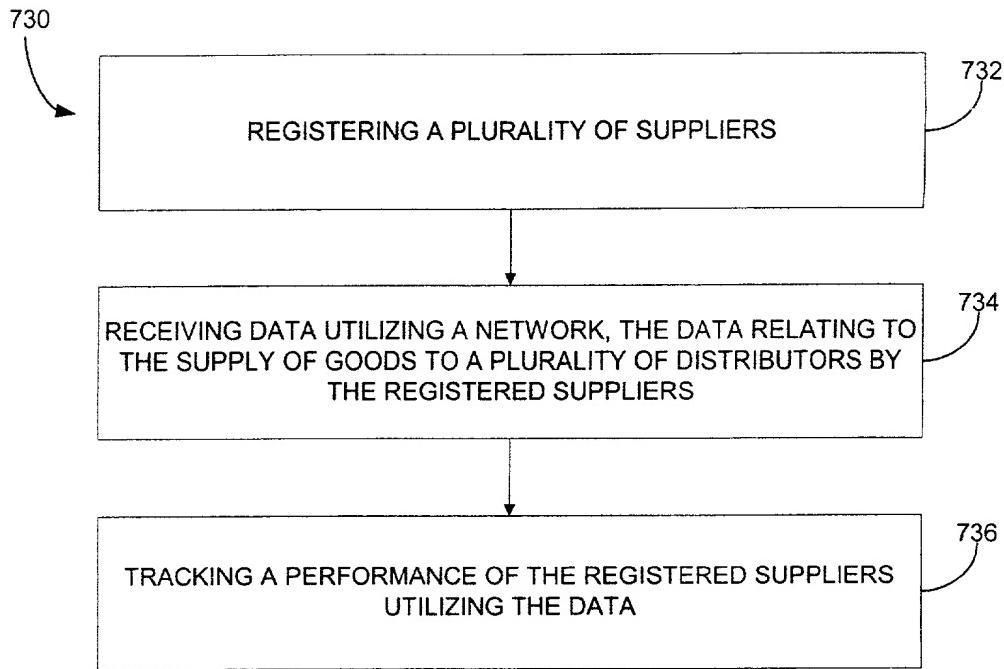


FIG. 7

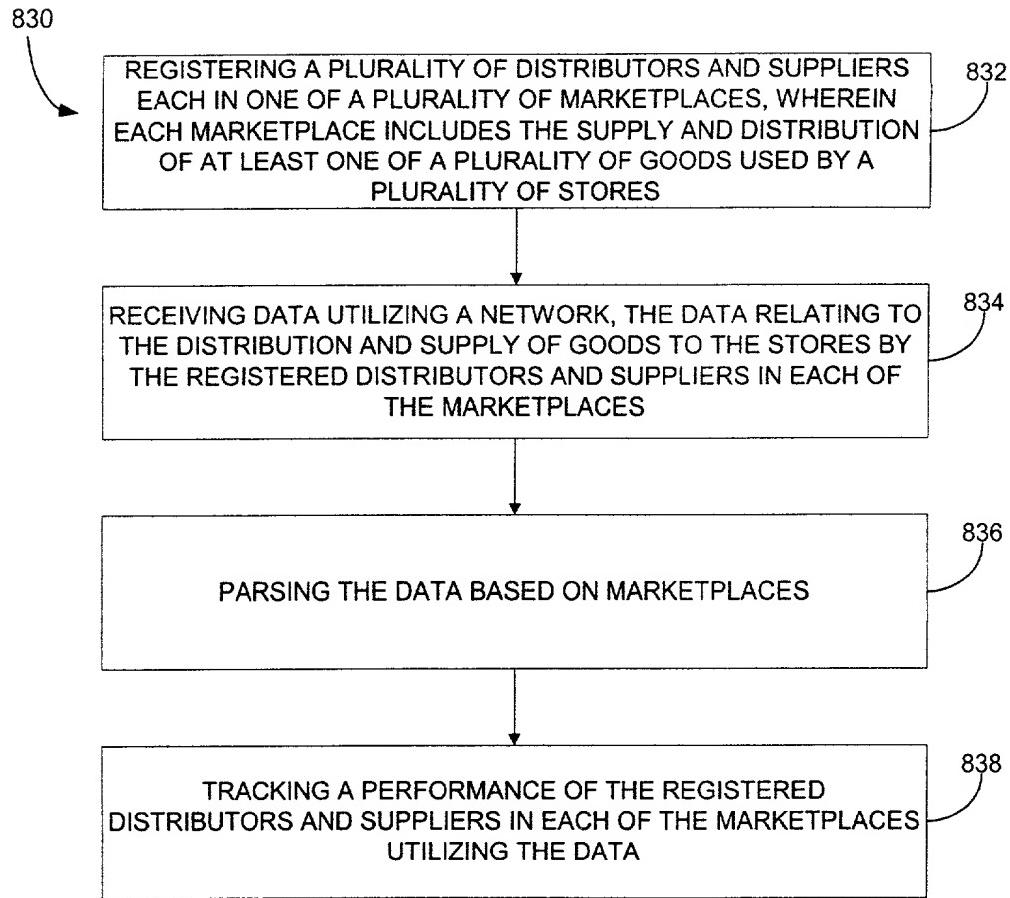


FIG. 8

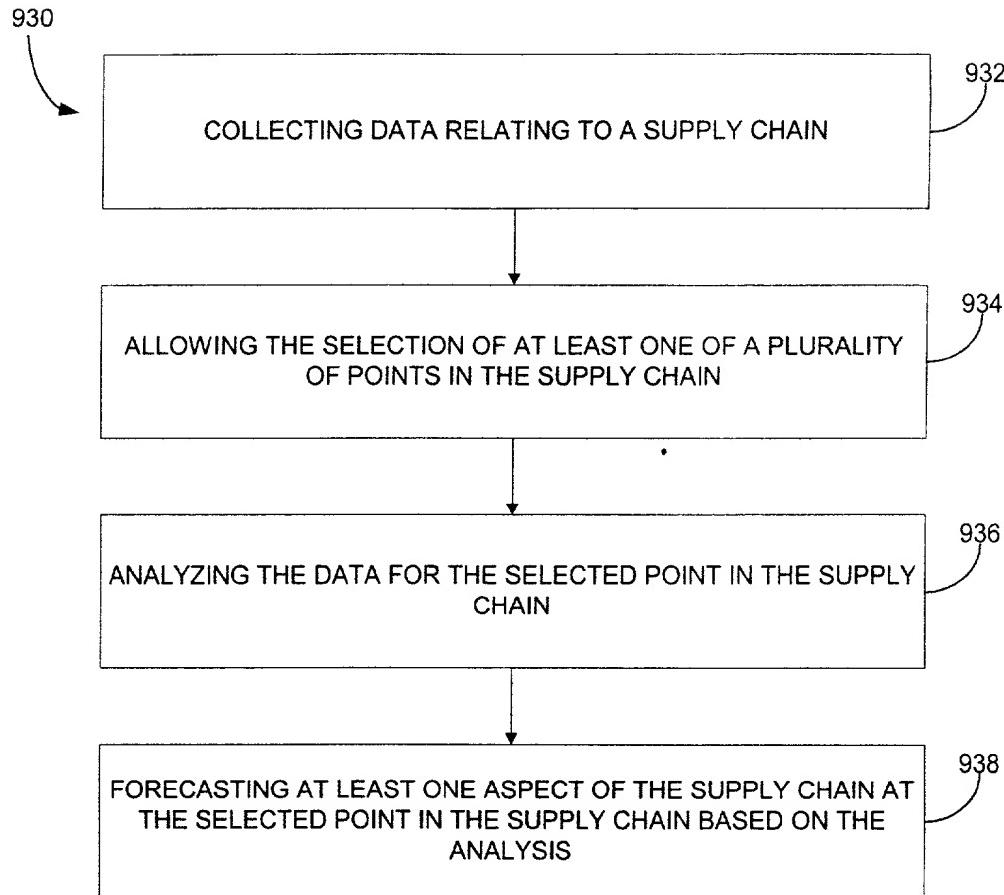


FIG. 9

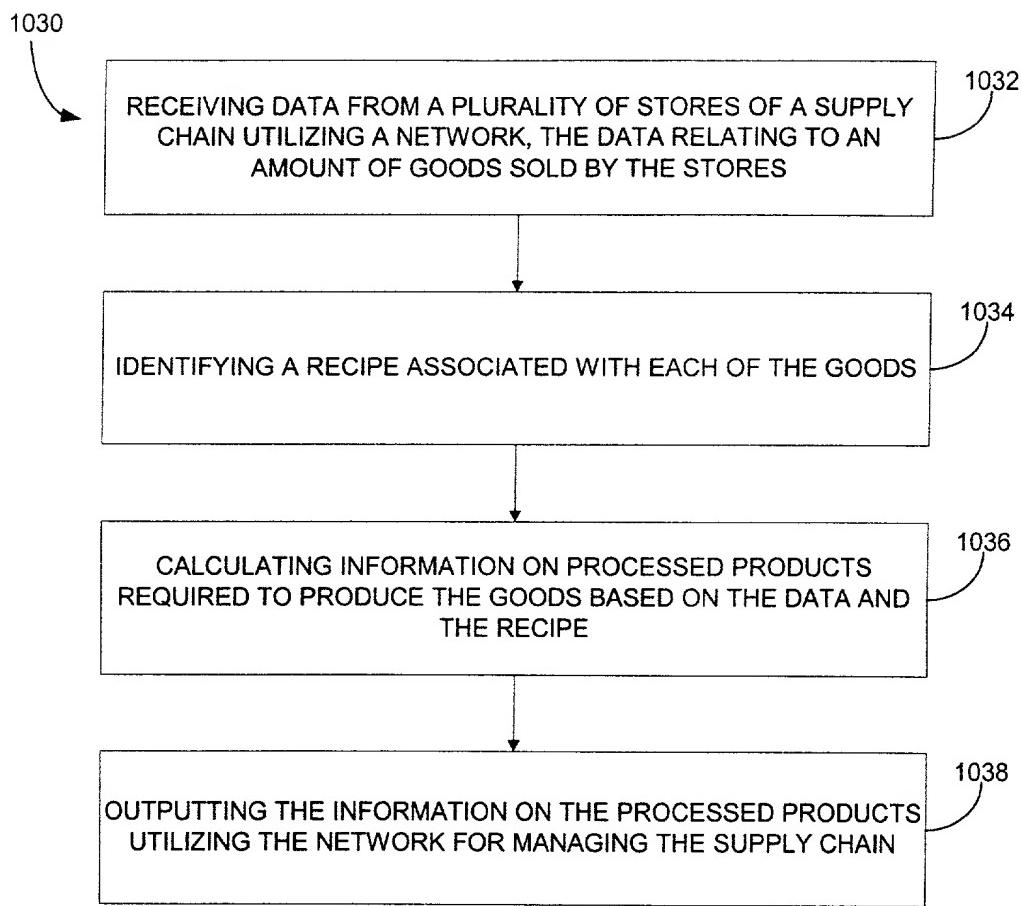


FIG. 10

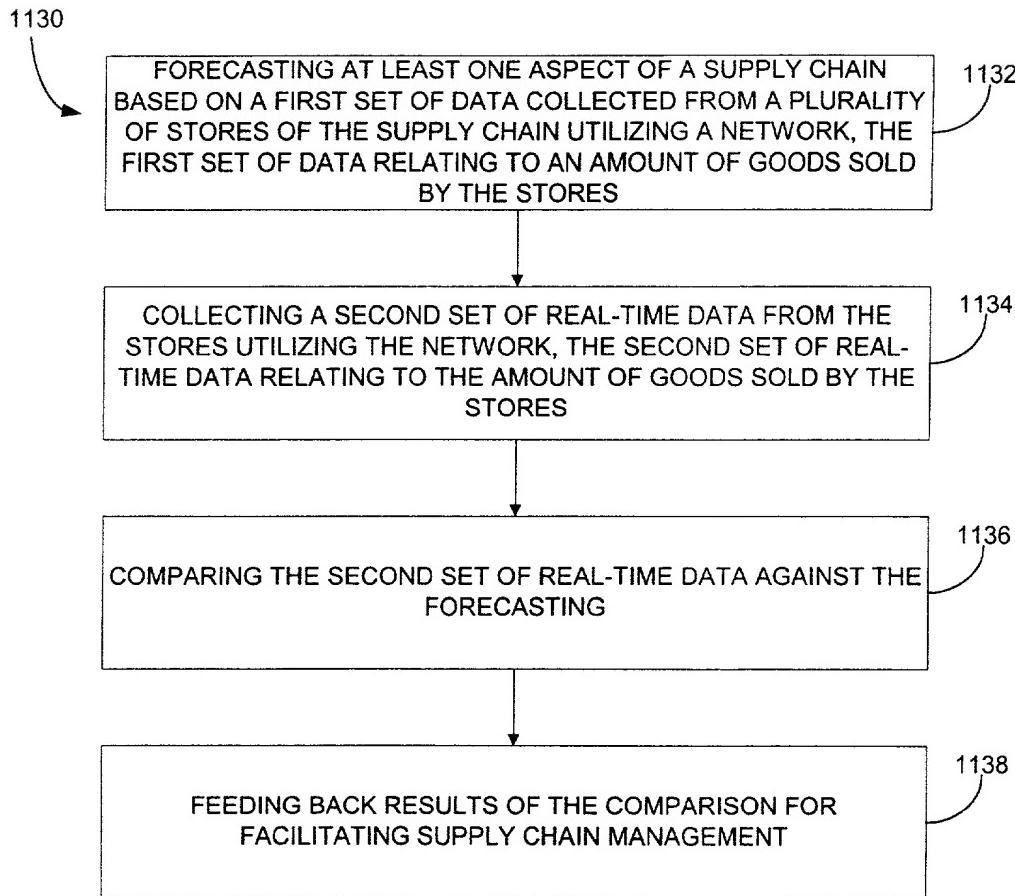


FIG. 11

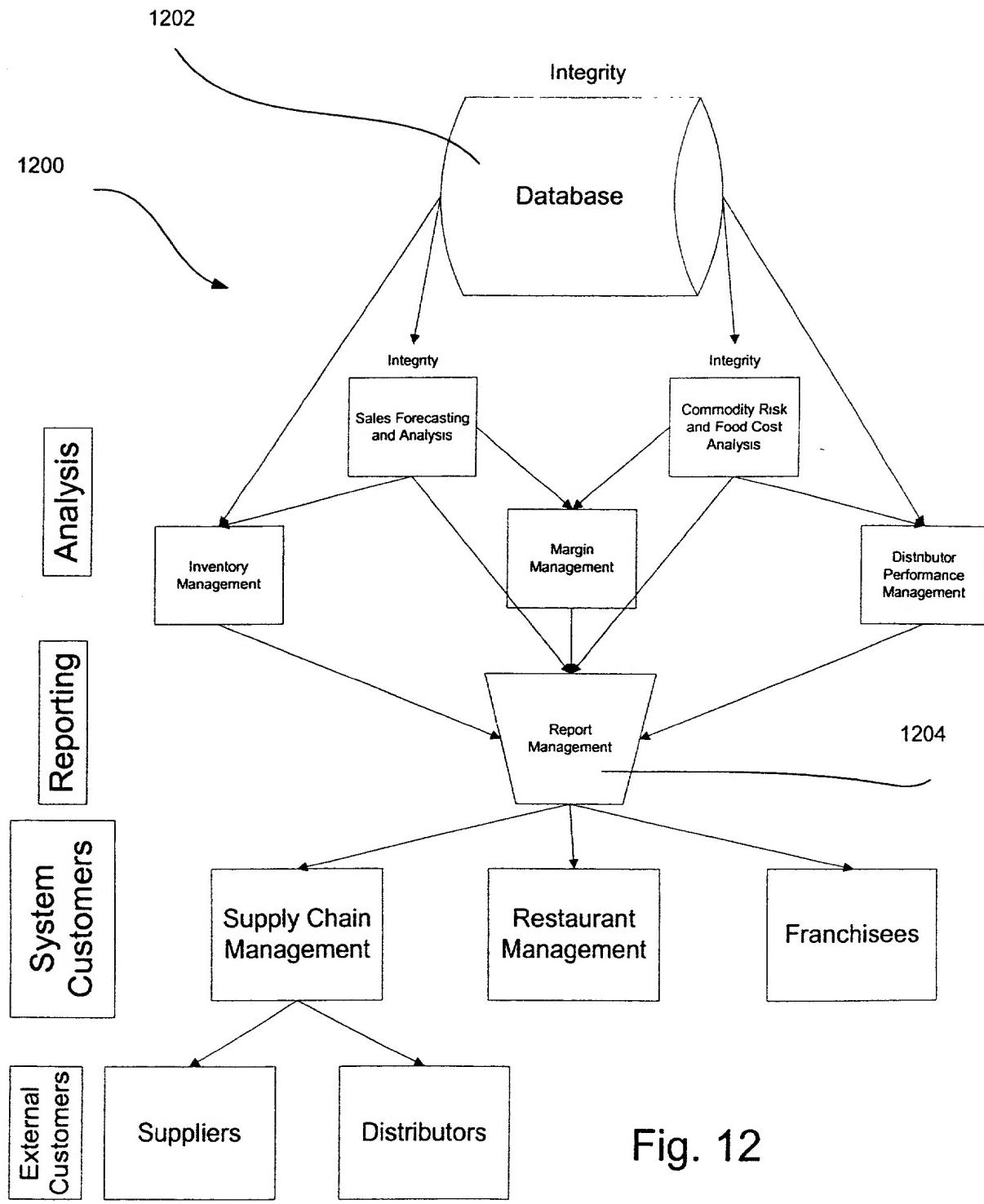


Fig. 12

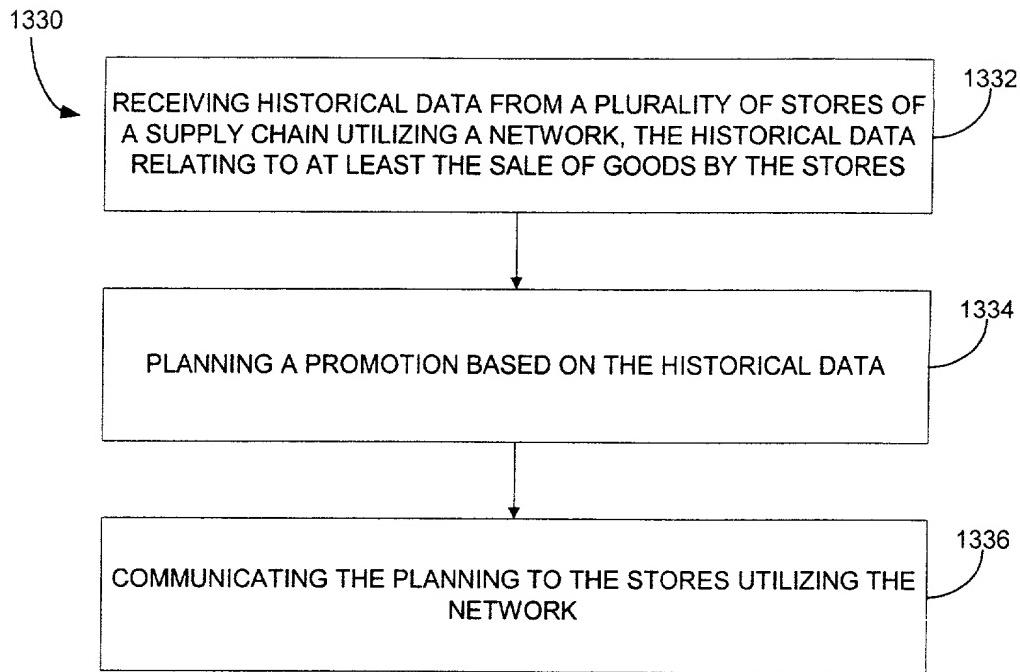


FIG. 13

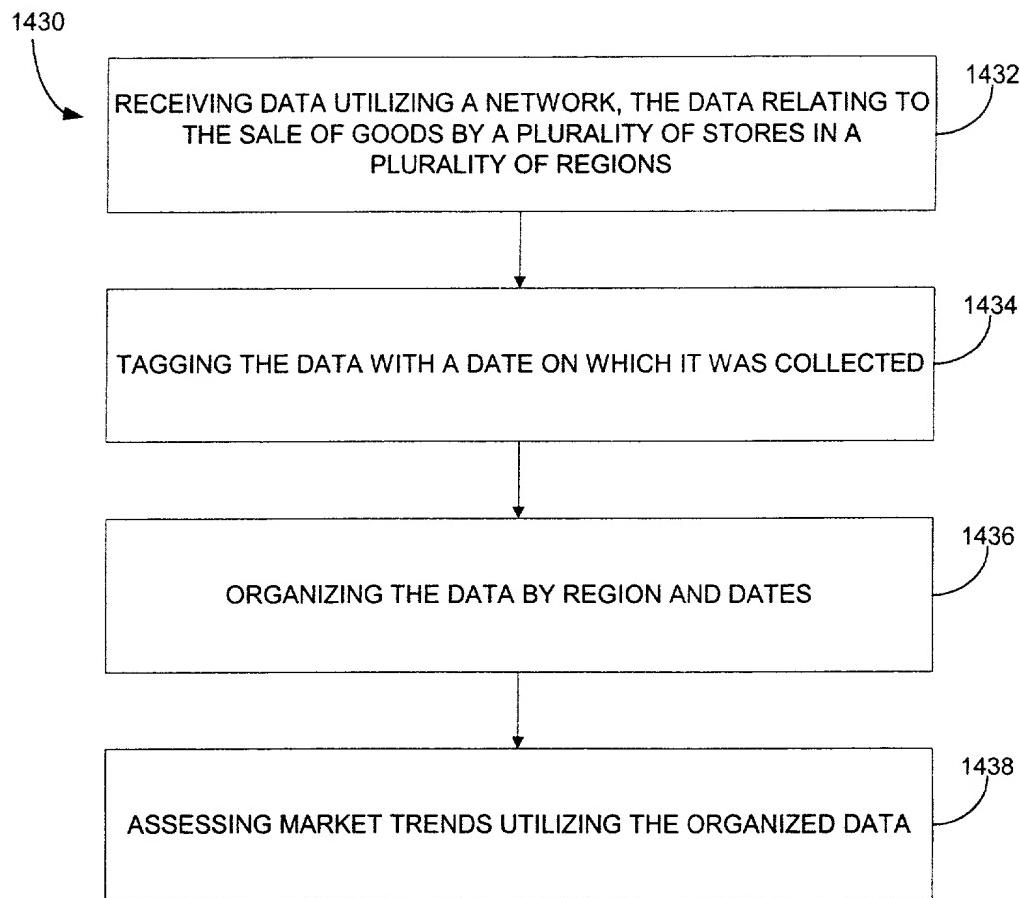


FIG. 14

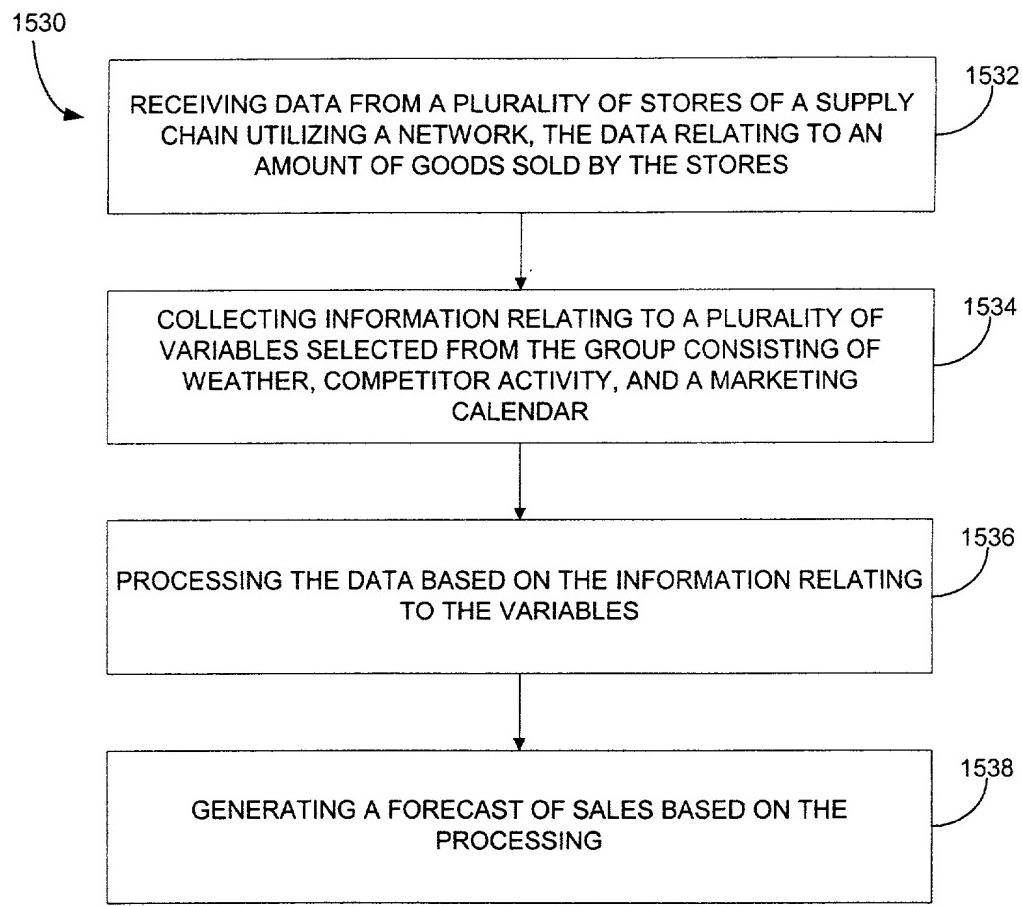


FIG. 15

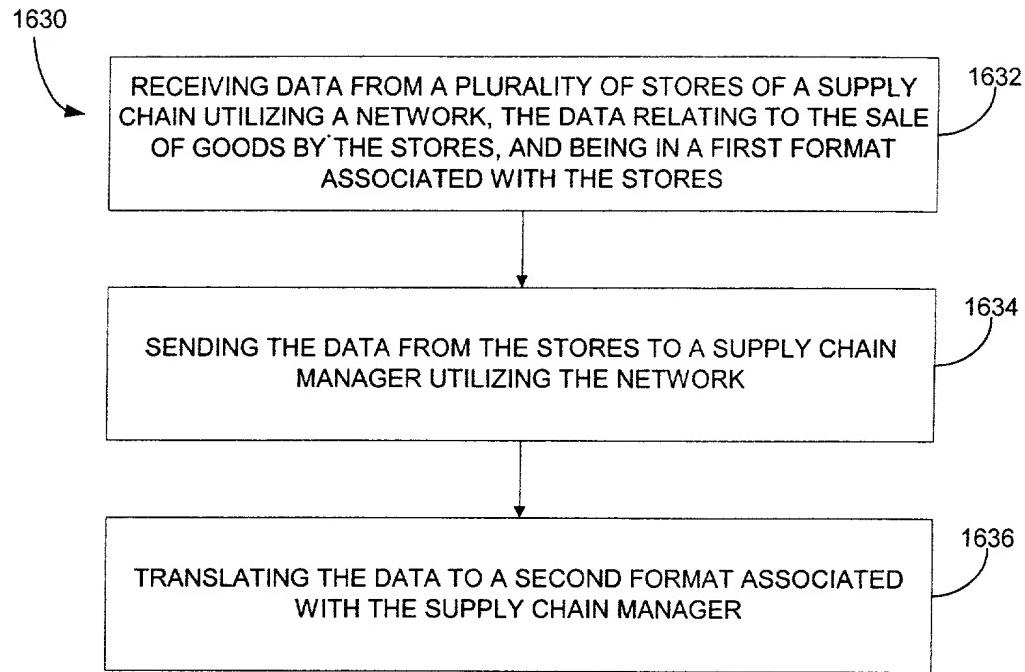


FIG. 16

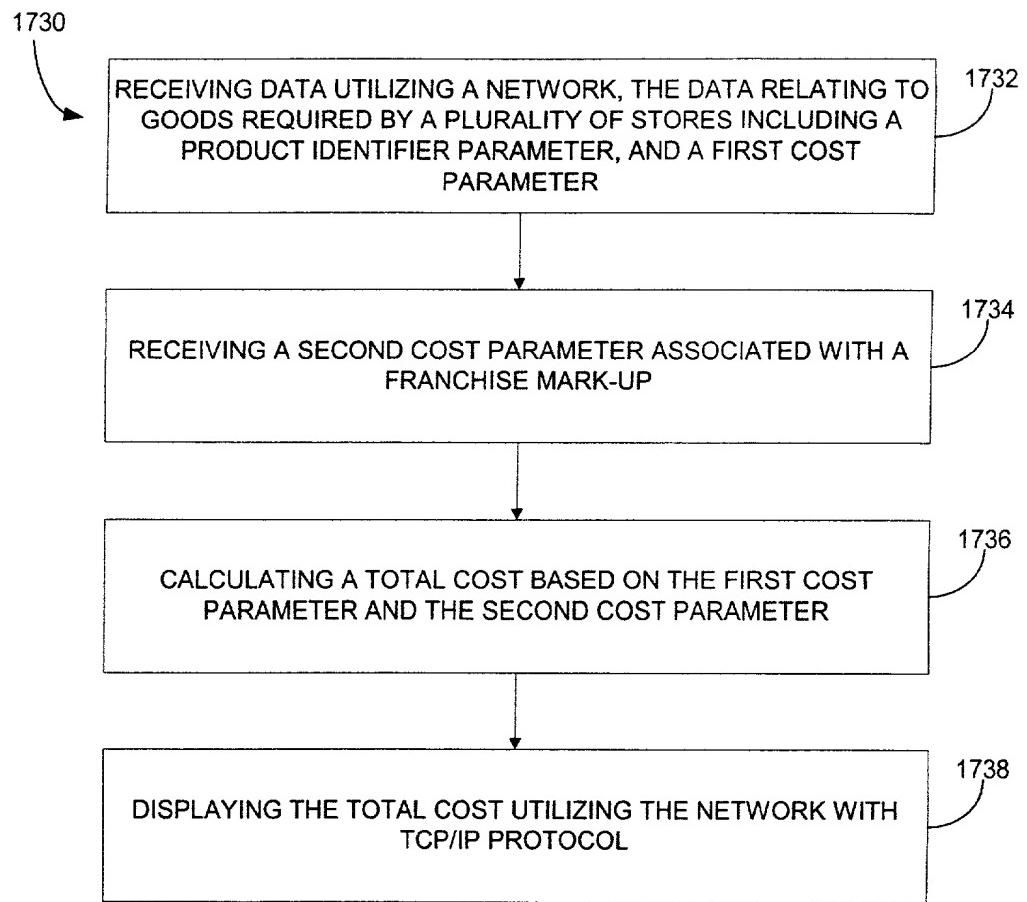


FIG. 17

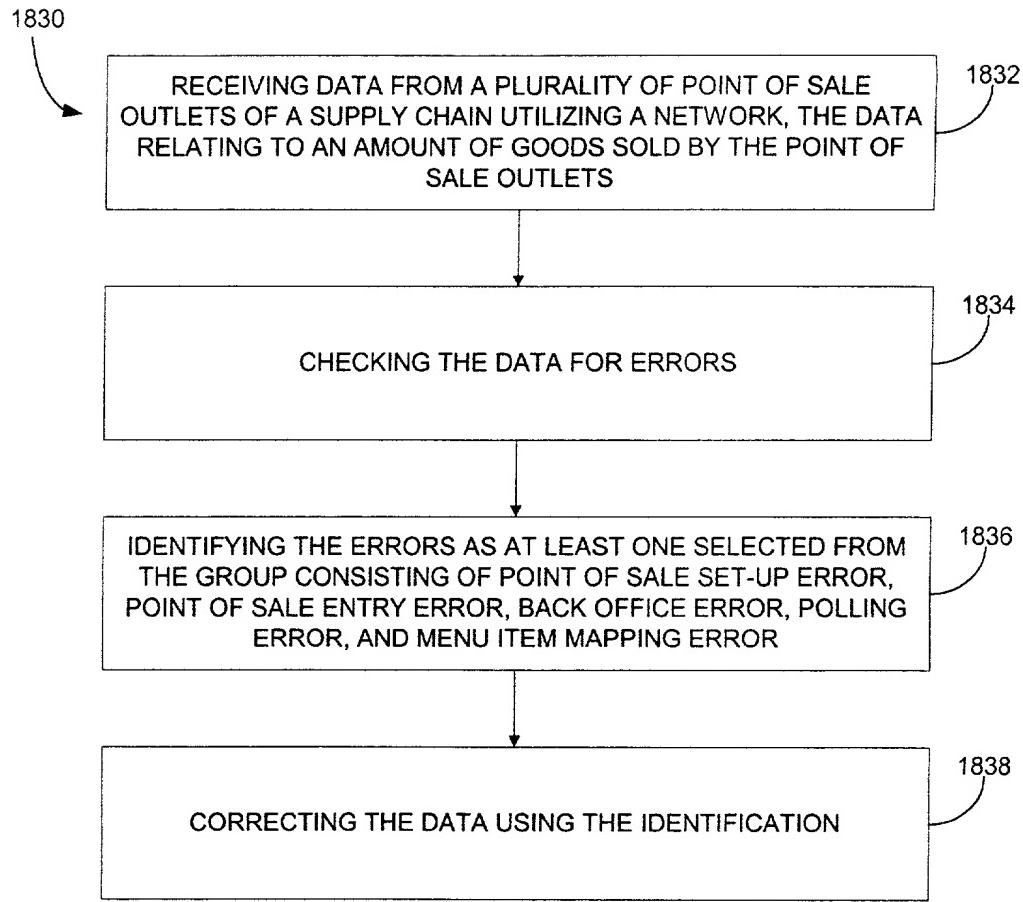


FIG. 18

0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

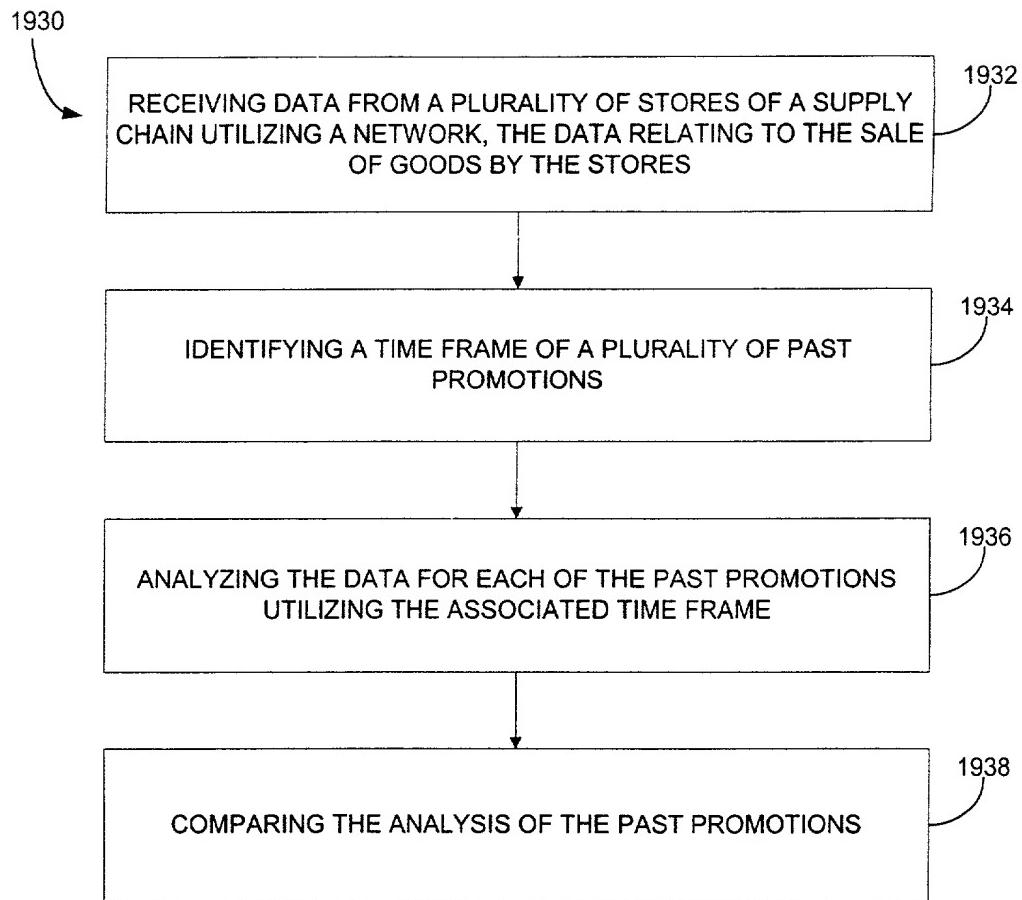


FIG. 19

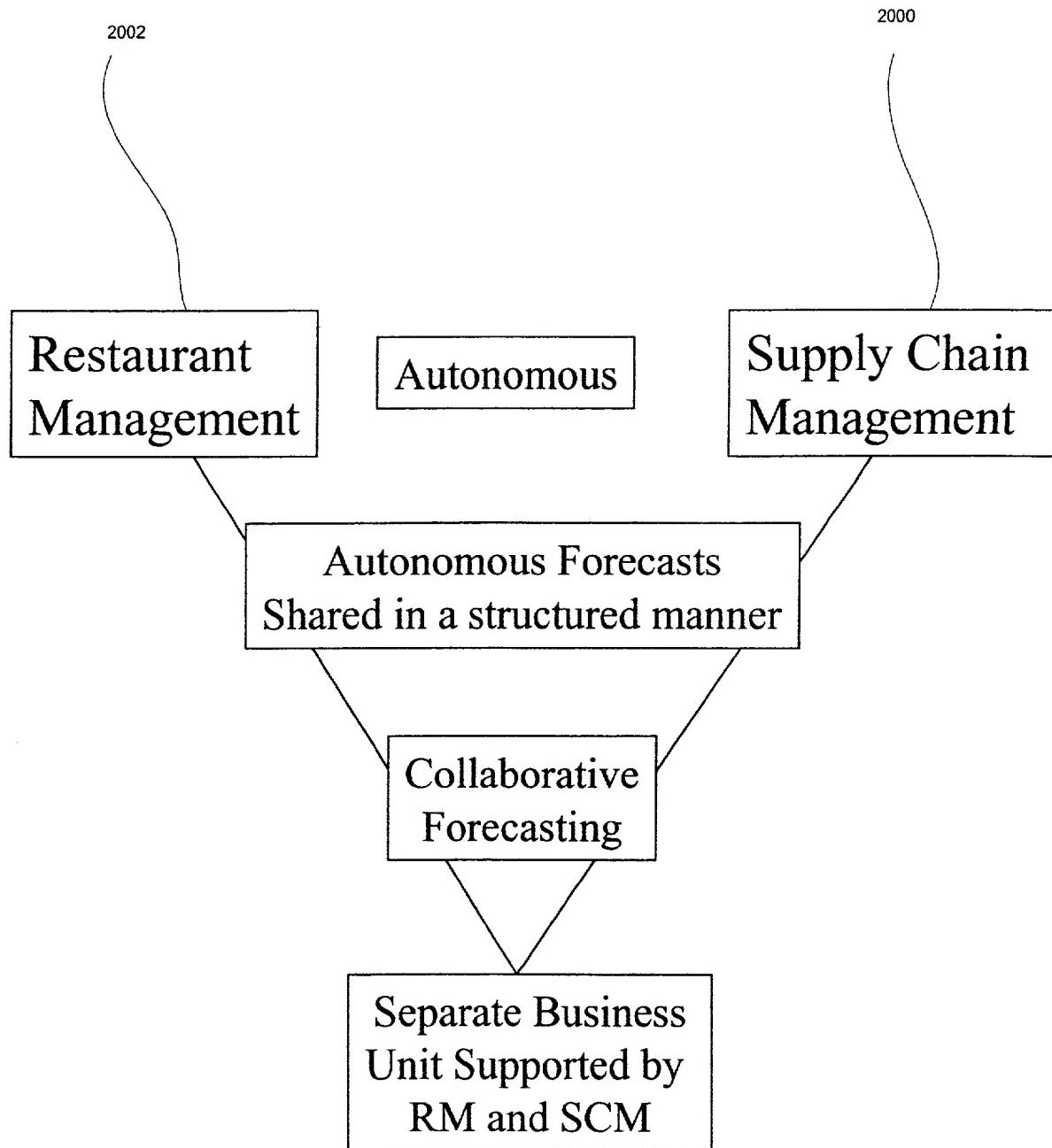
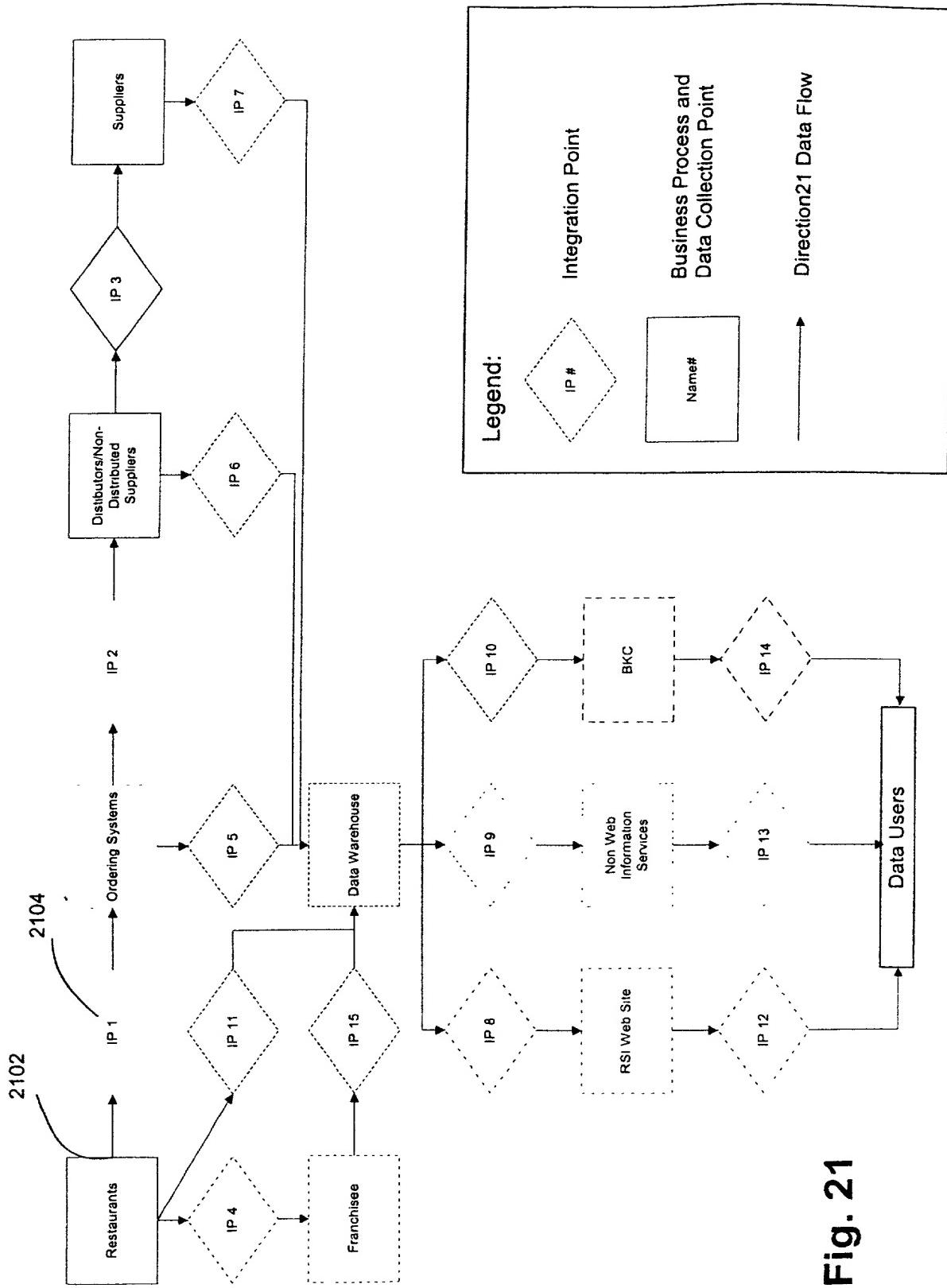


Fig. 20



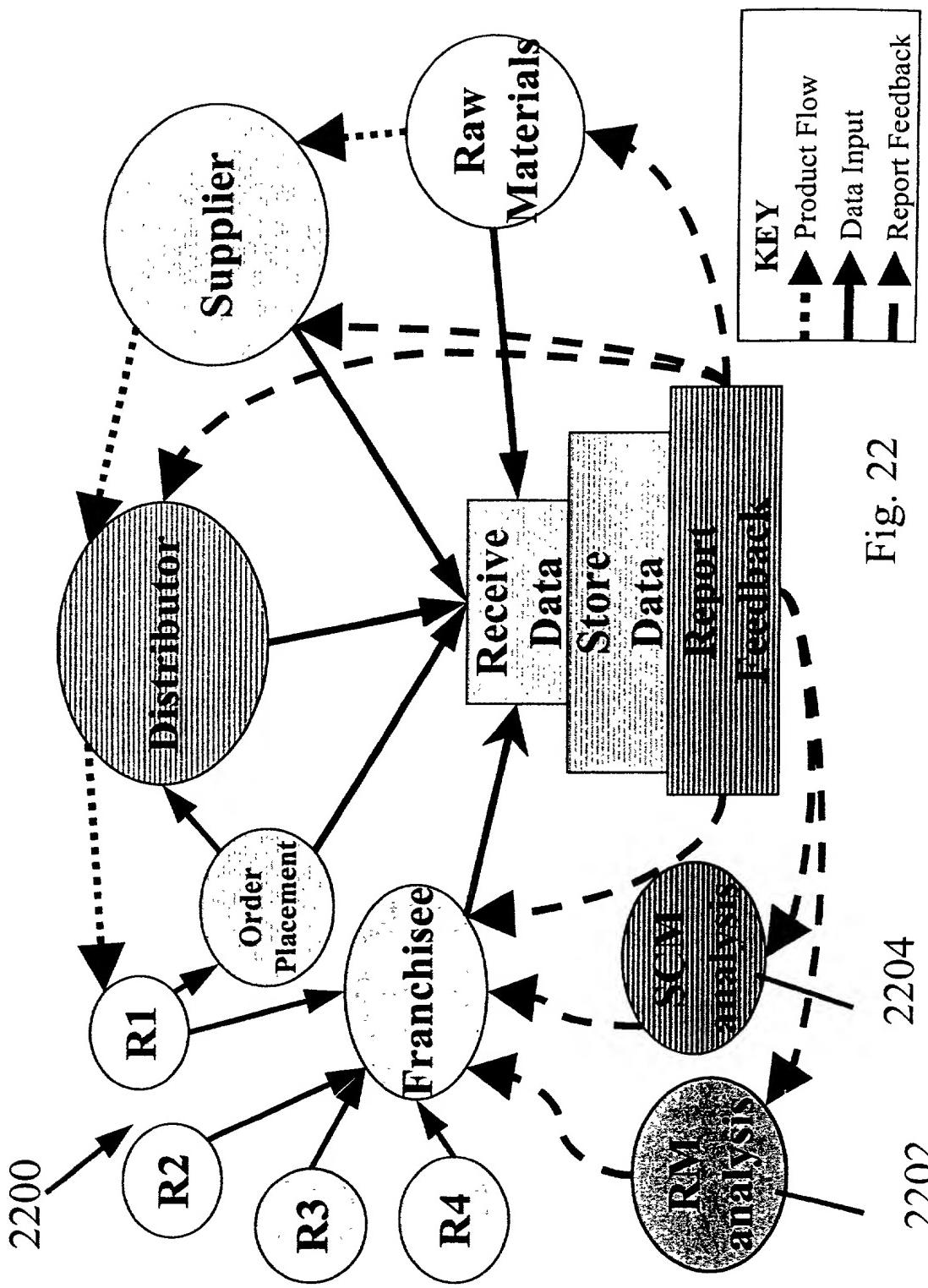


Fig. 22

2202
2204

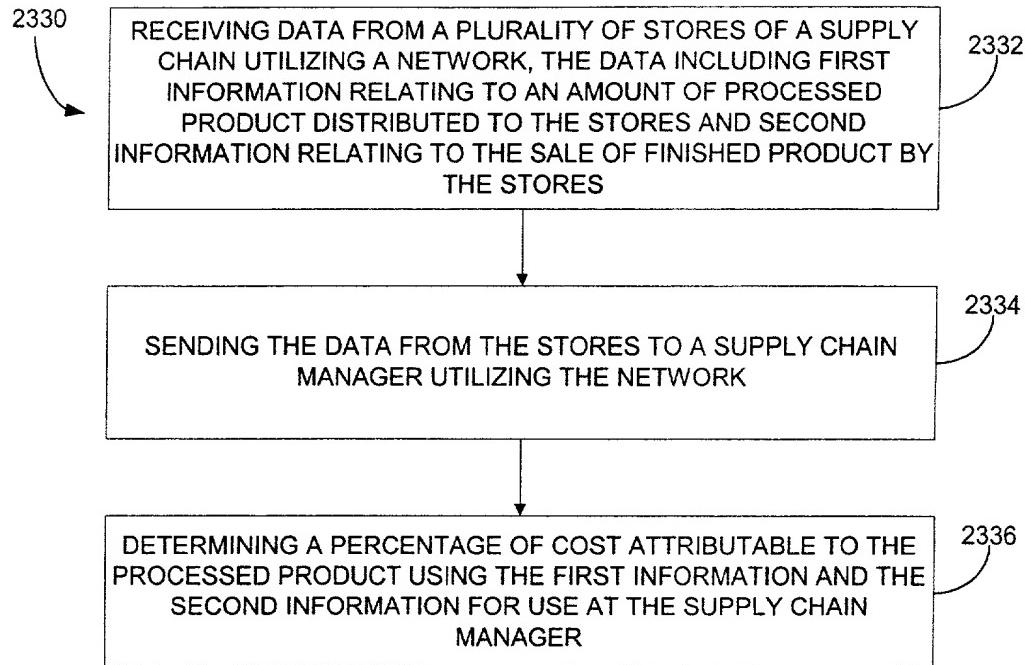


FIG. 23

FIG. 24

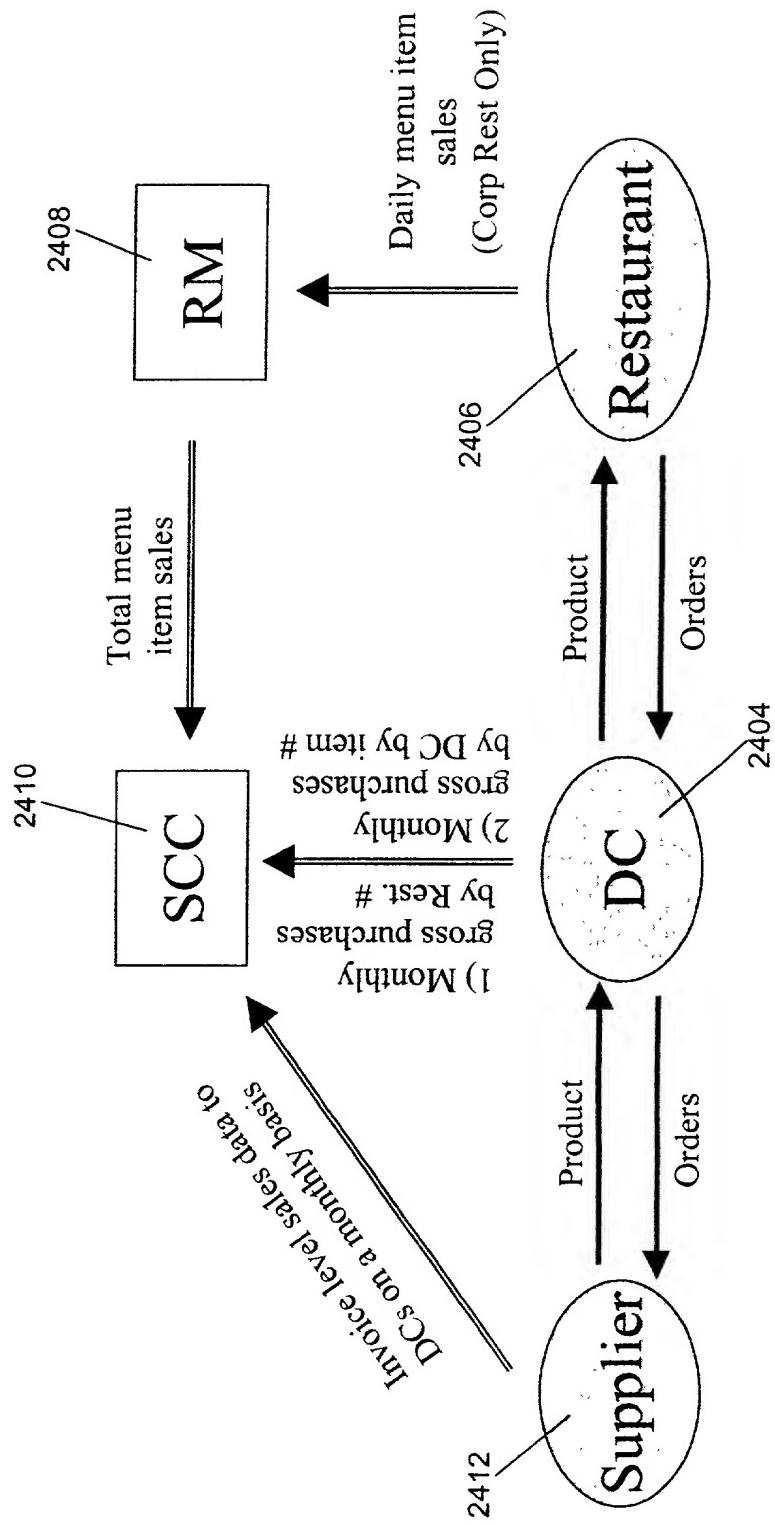


FIG. 25

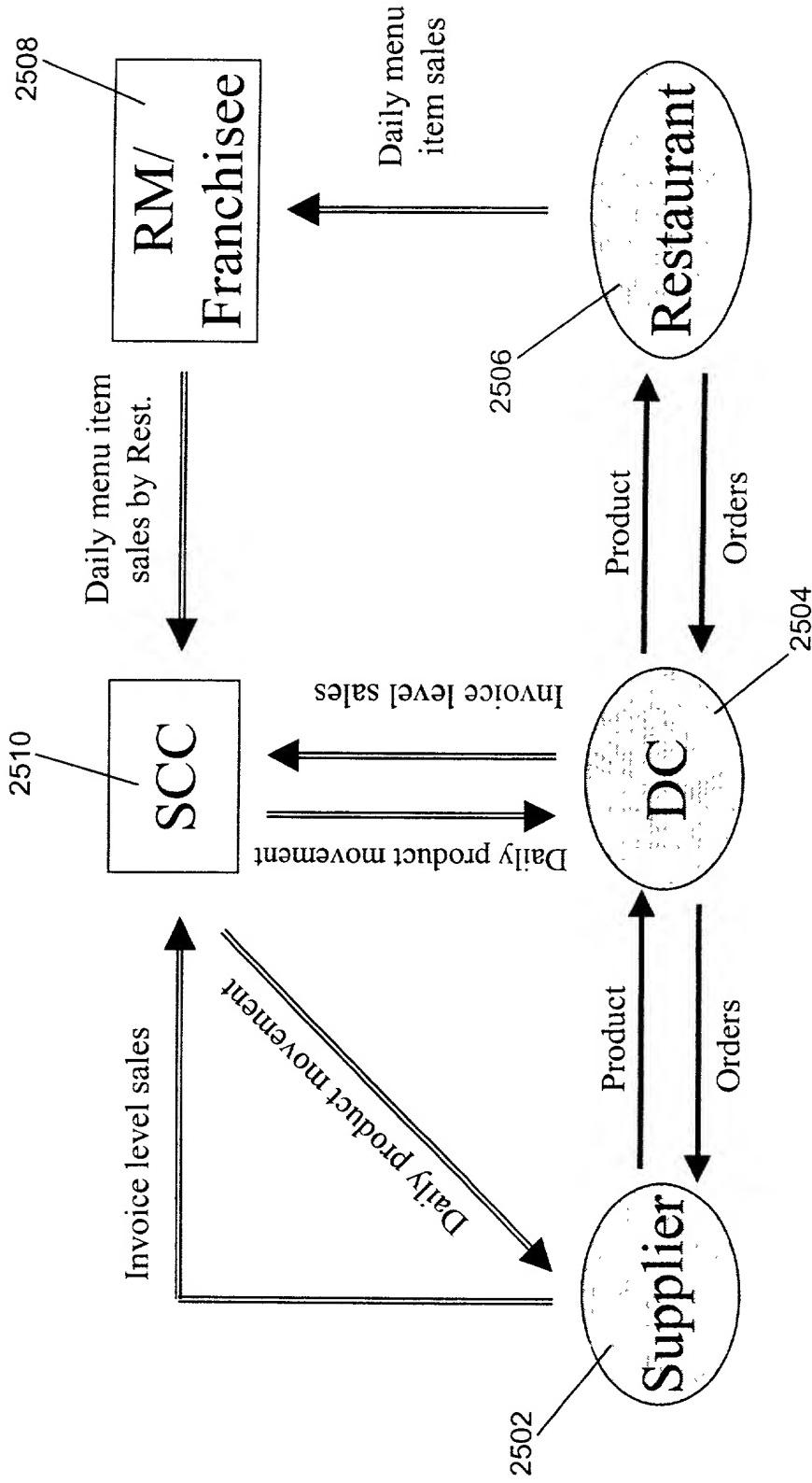


FIG. 26

Sales Forecast Worksheet - System											
GRPs	Week	History					Forecast				
		Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2
<i>Ntn'l Marketing Theme</i>											
<i>Advertising Score</i>											
<i>Local Considerations</i>											
<i>Competition Index</i>											
<i>Weather Index</i>											
<i>Seasonality Index</i>											
<i>Sales History/Forecast Total (\$/store)</i>											
<i>Key Products by Menu Item (units/day/store)</i>											
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	179	196
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829
etc.....											
<i>Key Products by Inventory Item (cases/day/store)</i>											
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3
etc...											

2602

2600

2604

FIG. 27

Promotional Monitor - System & Regional																			
Category	Segment	Historic		Week #1															
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total						
Total Sales(\$/Store)		\$23,000		\$23,500		\$23,250		\$23,450		\$2,888		\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250	
Menu Item Sales for Key Products(units/restaurant/week)																			
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	40	60	46	46	286				
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	23	35	26	26	165				
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	120	180	137	137	857				
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	183	275	209	209	1,309				
Variance from Expected (Highlighted Areas are Outside of Expected Range)																			
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%						
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.5%						
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%						
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%						

2700

2702

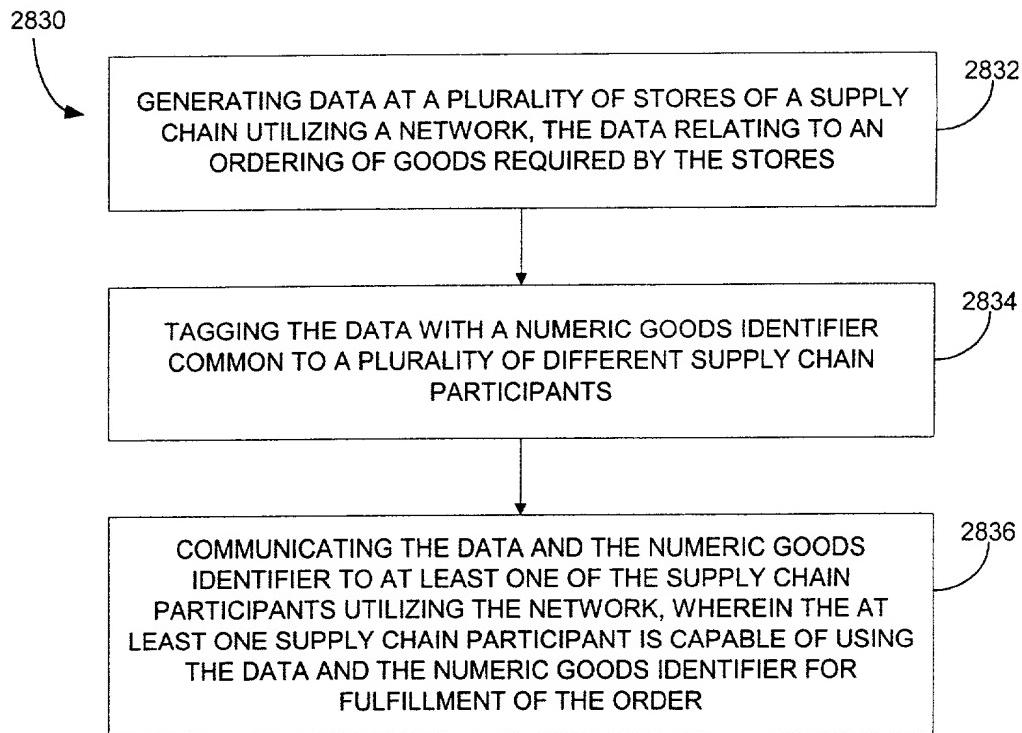


FIG. 28

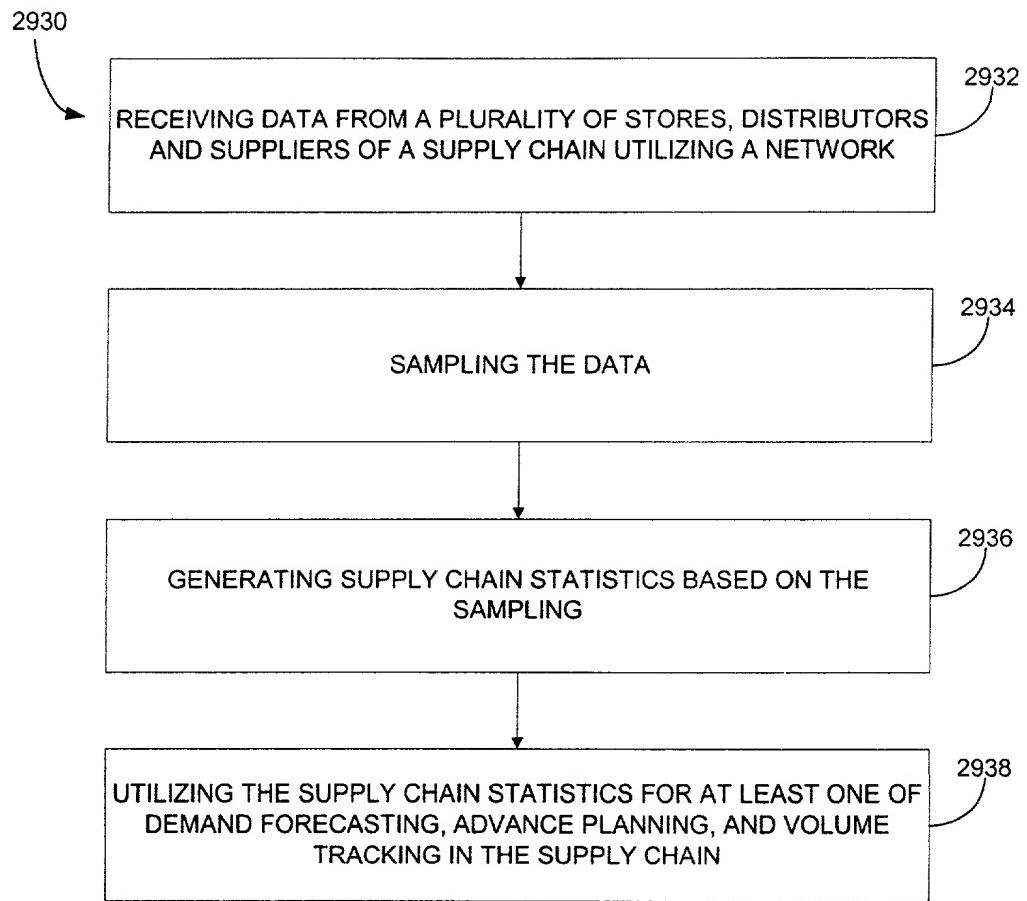


FIG. 29

Distribution Center: Alliant Topeka
 Time Period (Month/Yr): Jun-00

3000

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70	1060	
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

3000

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	725
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100
→

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

Alliant
 Average for all DC's

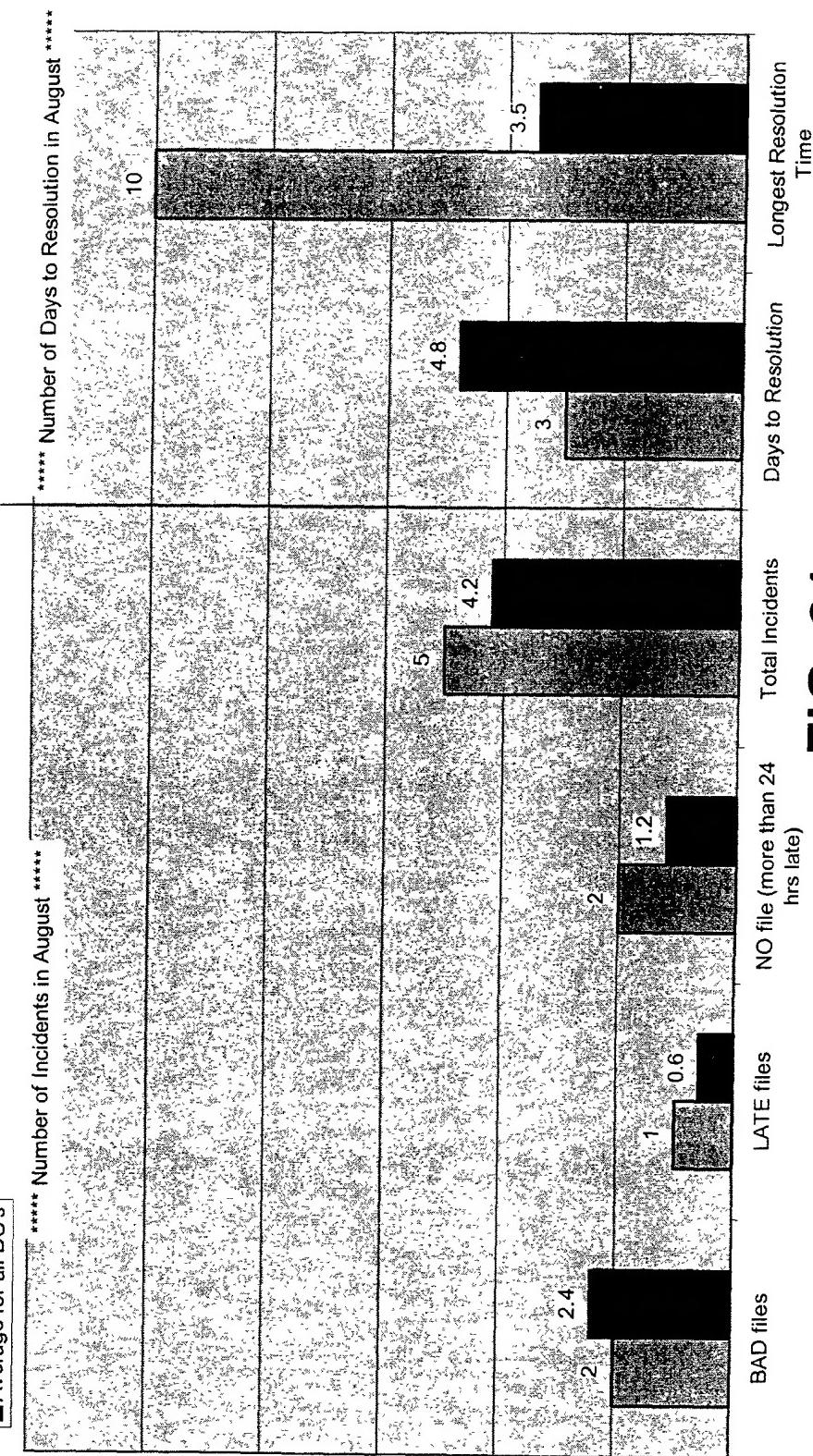


FIG. 31

BURGER KING

Service Level Reporting

August

3200



	Fill Rate	On Time	Perfect Order
Alliant-Paducah	99.14%	99.12%	78.70%
Alliant-Topeka			
Alliant-Wixom	99.05%		
King-Atlanta			
King-Jacksonville	99.34%		
King-Louisville			
Maines 29-Corkin	99.41%		79.25%
Maines 30-Cleveland			
Maines Long Island	99.41%		79.83%
Maines New England			
MBM-Fullerton	99.13%		#DIV/0!
MBM-Lewisville			#DIV/0!
MBM-Orlando			#DIV/0!
MBM-Rocky Mount	99.13%		#DIV/0!
McCabe's			#DIV/0!
McLane Lubbock	#DIV/0!		#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG-Victoria	99.42%	#DIV/0!	
PY/A/Monarch			
Reinhart-Cedar Rapids	99.20%		
Reinhart-Oak Creek	99.05%		
Reinhart-Rogers	99.31%		
Restaurants NW	99.03%	#DIV/0!	80.47%
Shamrock Commerce City			
Shamrock Phoenix	98.81%	97.58%	85.19%
Sigma Harrisburg			
Sigma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BkC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

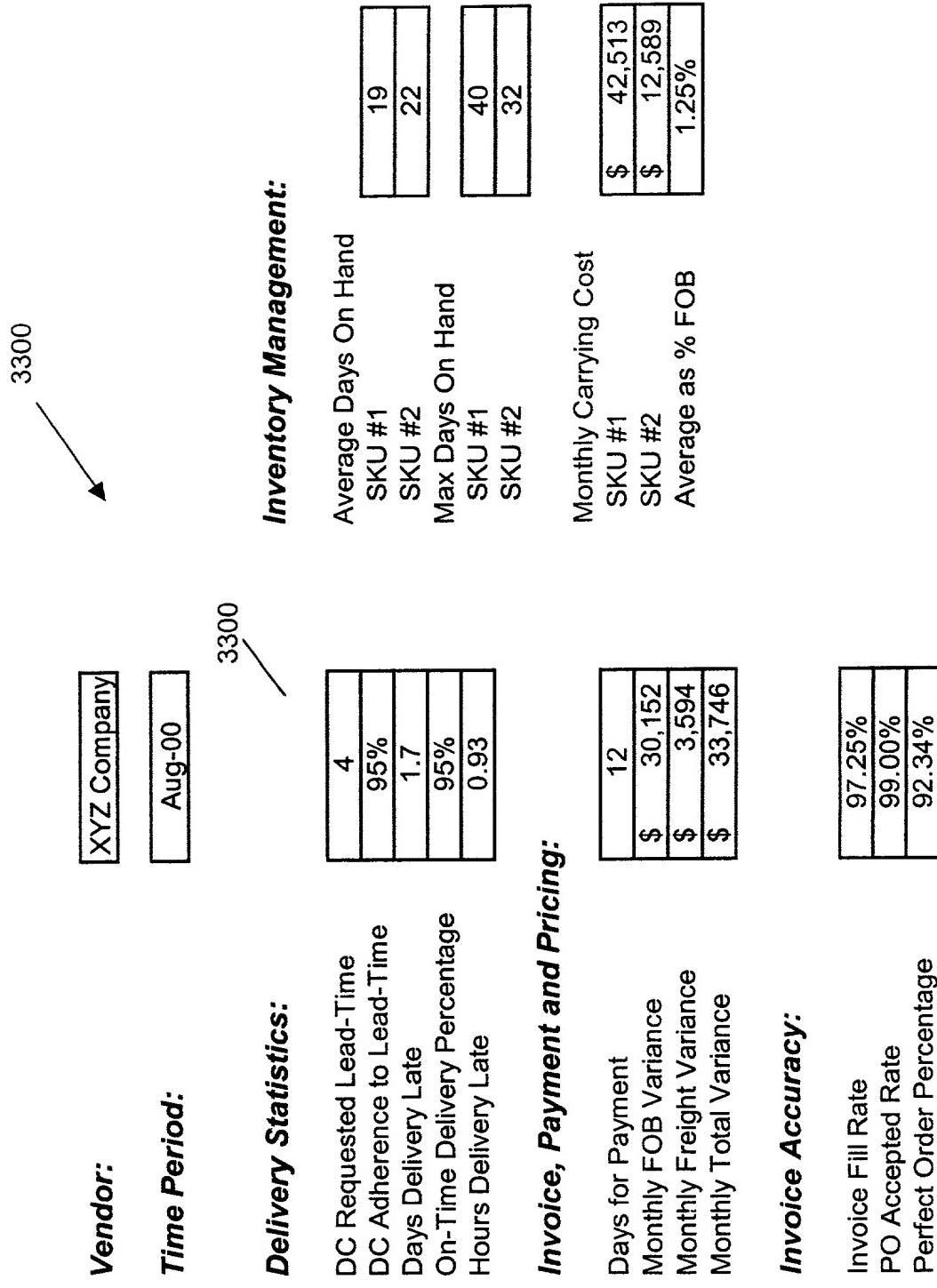


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400

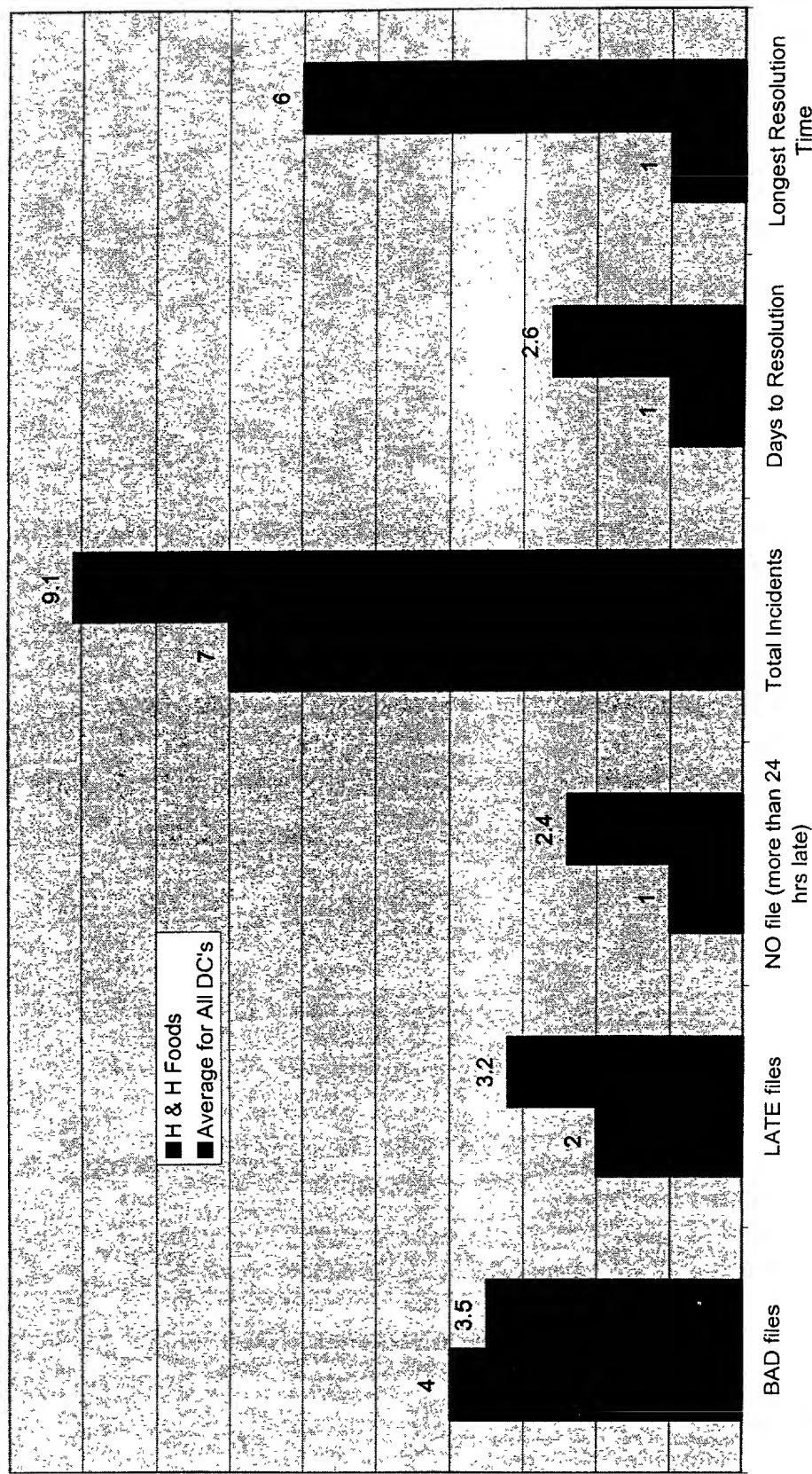


FIG. 35



3500 →

Service Level Reporting November - Mock Report

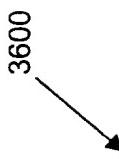
	Monthly Total	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,234.56	98.5%	3.00%
COMARK INSTRUMENTS INC.	\$1,234.56	98.5%	3.00%
WHITEFORD FOODS INC.	\$1,234.56	98.5%	3.00%
LEPAGE BAKERY/COUNTRY KITCHEN	\$1,234.56	98.5%	3.00%
NCR-SYSTEMEDIA	\$1,234.56	98.5%	3.00%
SIGNATURE MEATS GROUP	\$1,234.56	98.5%	3.00%
SCHWEBEL'S BAKING CO.	\$1,234.56	98.5%	3.00%
MAUI CUP	\$1,234.56	98.5%	3.00%
MIRA PLASTICS	\$1,234.56	98.5%	3.00%
DIXIE PRODUCE & PACKAGING	\$1,234.56	98.5%	3.00%
NOR-LAKE, INC.	\$1,234.56	98.5%	3.00%
FORT JAMES OPERATING COMPANY	\$1,234.56	98.5%	3.00%
FRESH ADVANTAGE, KC	\$1,234.56	98.5%	3.00%
SILVER KING - MN - CORP	\$1,234.56	98.5%	3.00%
TYSON FOODS	\$1,234.56	98.5%	3.00%
READY ACCESS	\$1,234.56	98.5%	3.00%
GEORGIA PACIFIC TISSUE	\$1,234.56	98.5%	3.00%
CLOUGHERTY PACKING	\$1,234.56	98.5%	3.00%
BEVERAGE AIR	\$1,234.56	98.5%	3.00%
COMPONENT HARDWARE GROUP INC	\$1,234.56	98.5%	3.00%
COCA-COLA USA	\$1,234.56	98.5%	3.00%
TOASTMASTER	\$1,234.56	98.5%	3.00%
GRANT COUNTY FOODS	\$1,234.56	98.5%	3.00%
FRESH EXPRESS	\$1,234.56	98.5%	3.00%
TAYLOR FARMS	\$1,234.56	98.5%	3.00%
MODULAR DISPENSING SYSTEM	\$1,234.56	98.5%	3.00%
CENTURY PRODUCTS, LLC	\$1,234.56	98.5%	3.00%
ROSE PACKING COMPANY	\$1,234.56	98.5%	3.00%

	Monthly Total	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min

Mock Report/1

3600



	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance									
Good/(Bad)		0.59	0.30						
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance									
Good/(Bad)		\$1.14	\$0.65						
		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

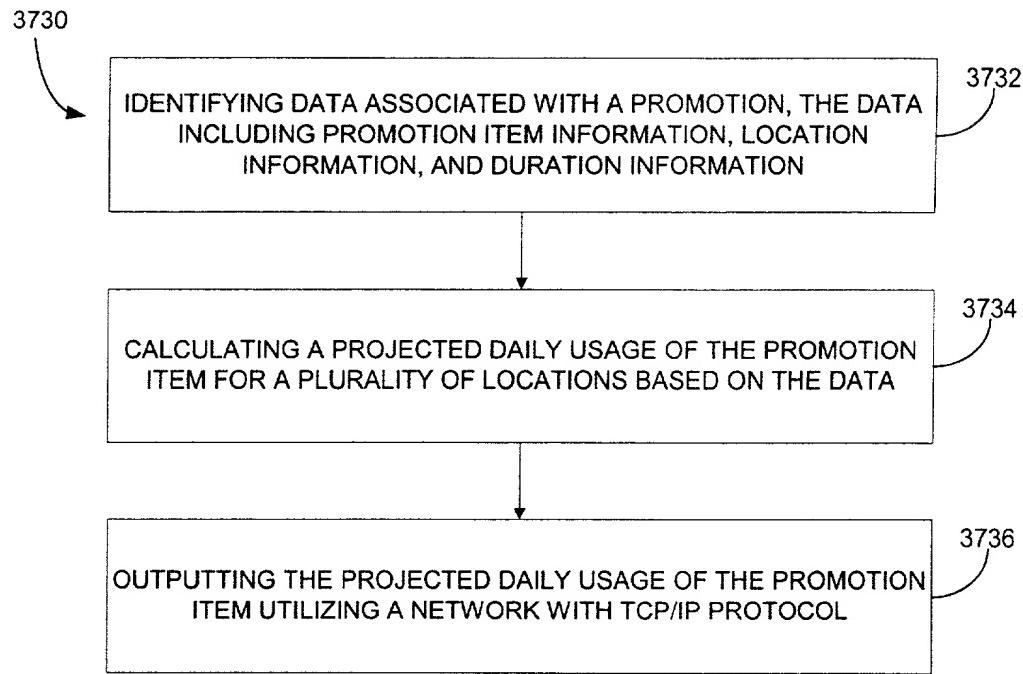


FIG. 37

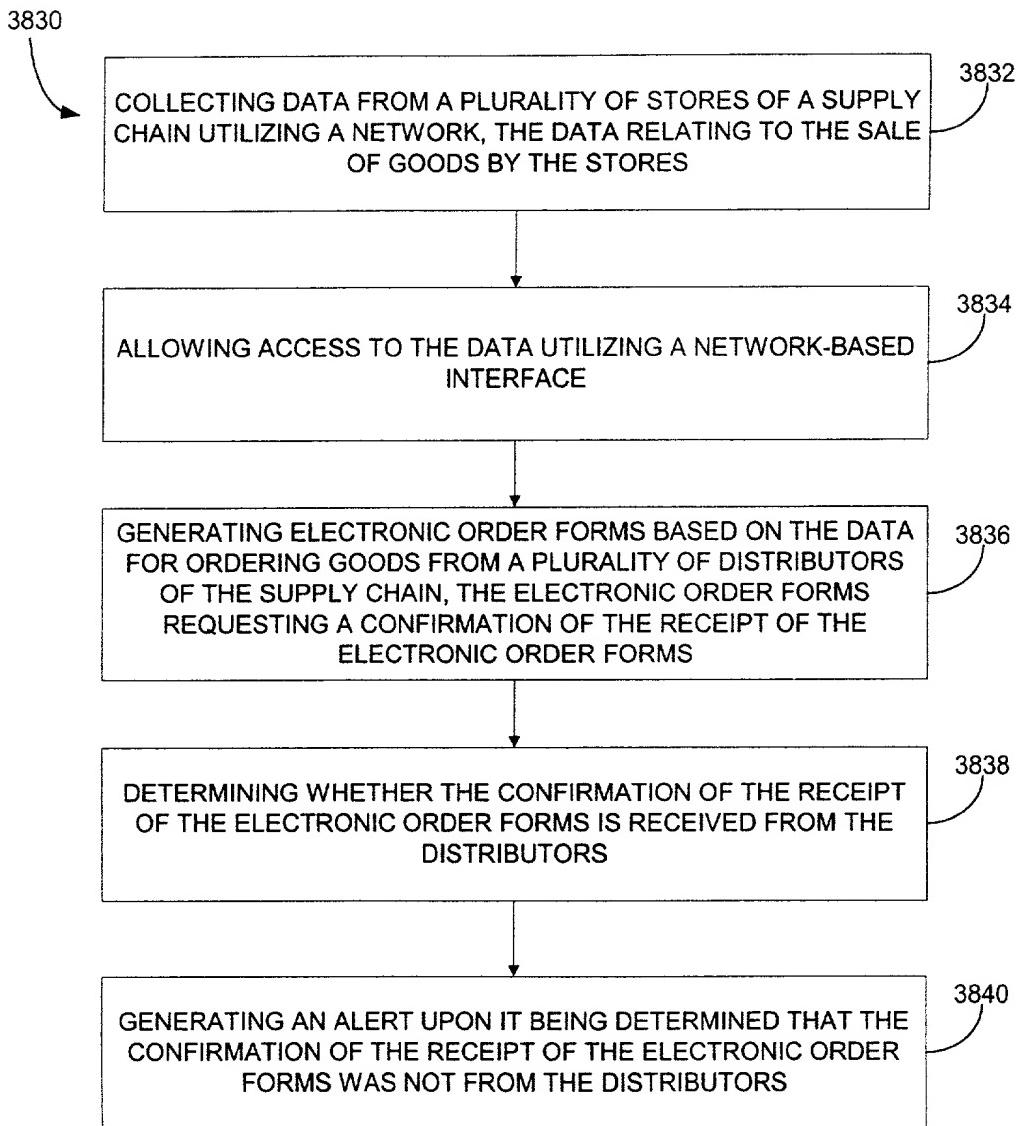


FIG. 38

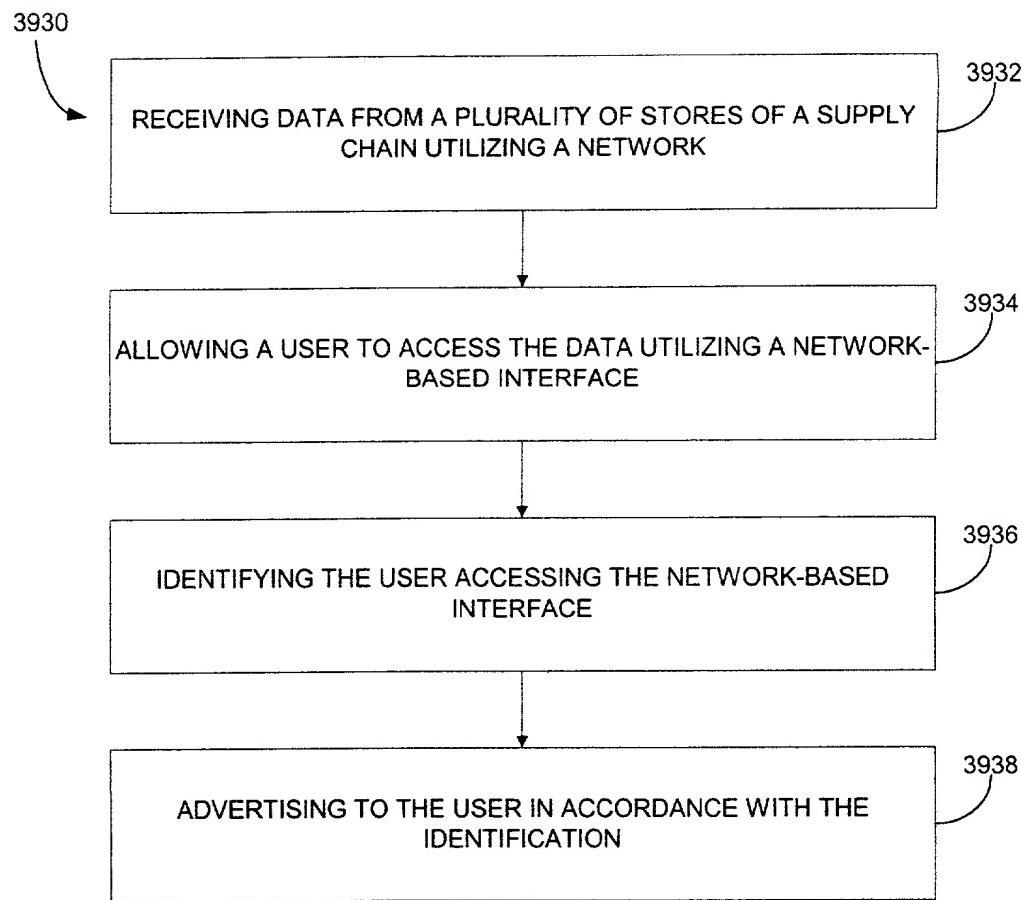


FIG. 39

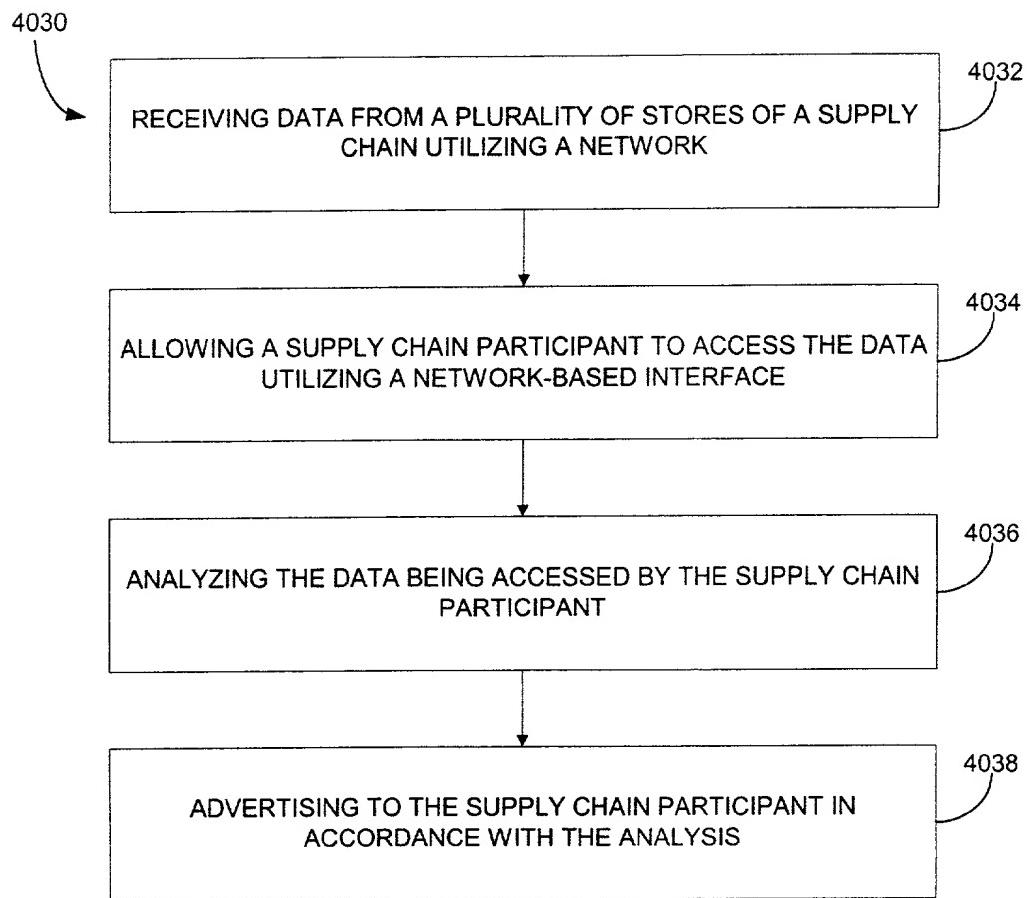


FIG. 40

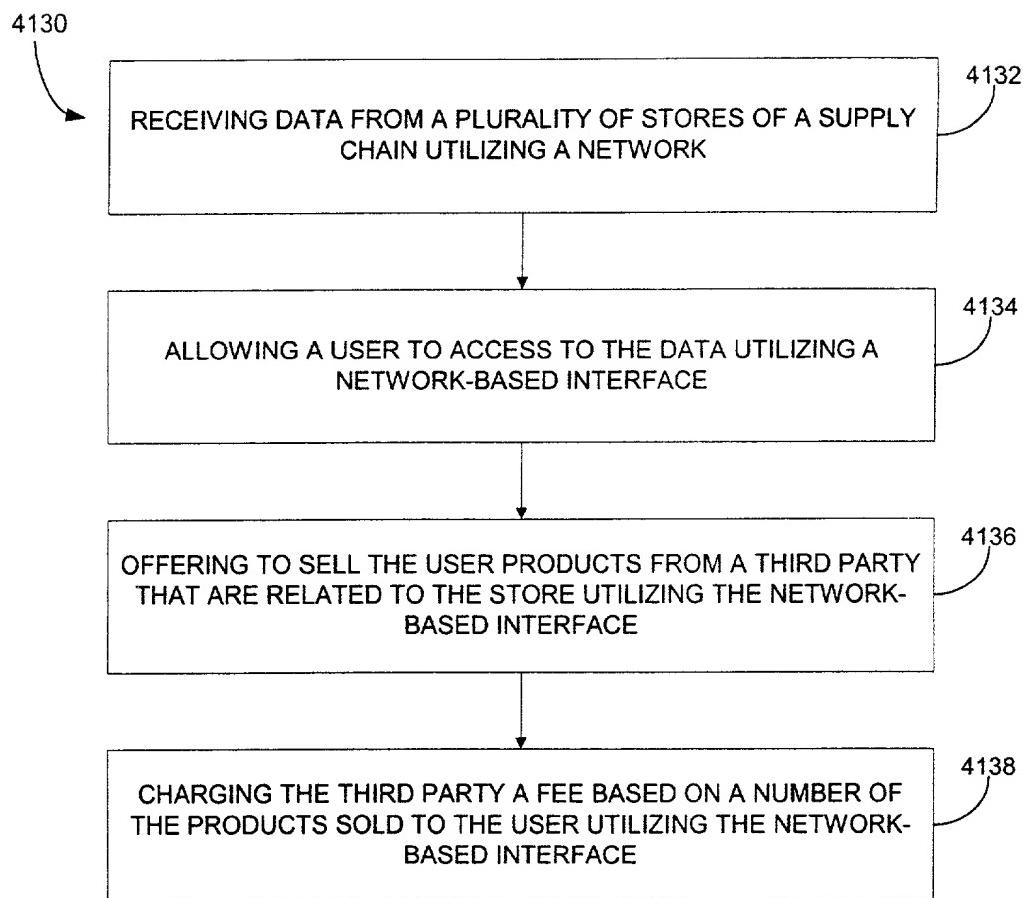


FIG. 41

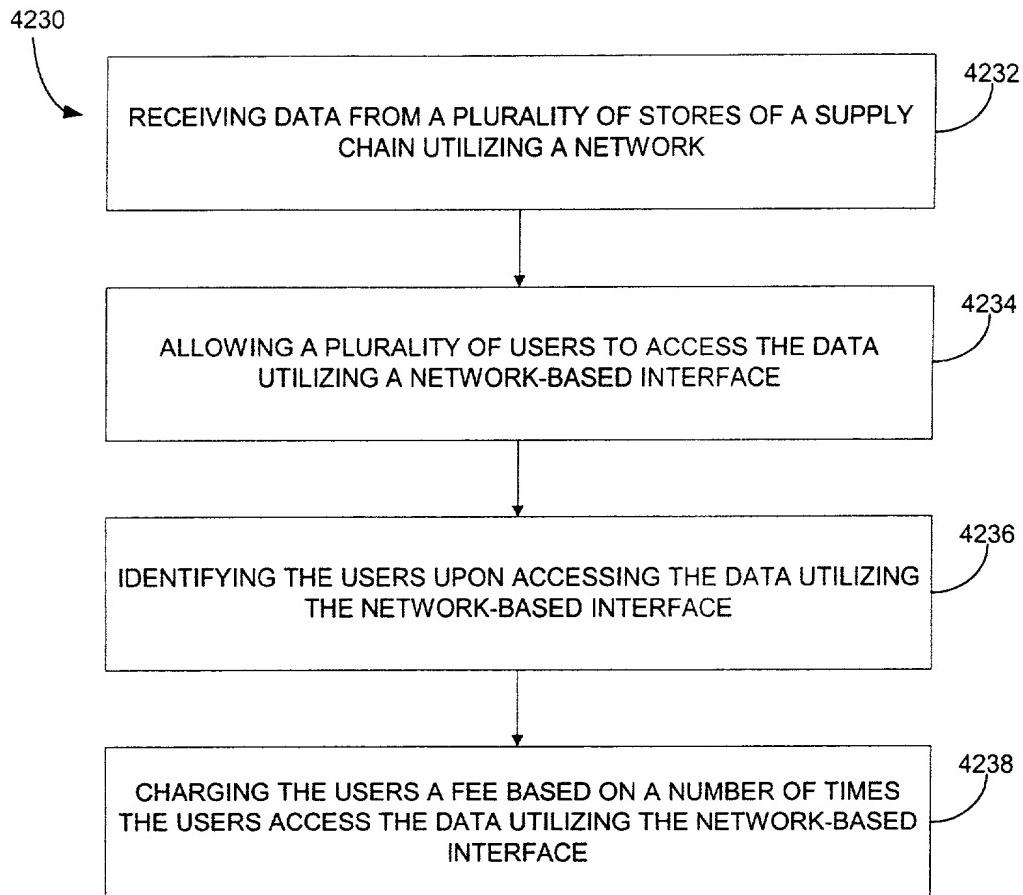


FIG. 42

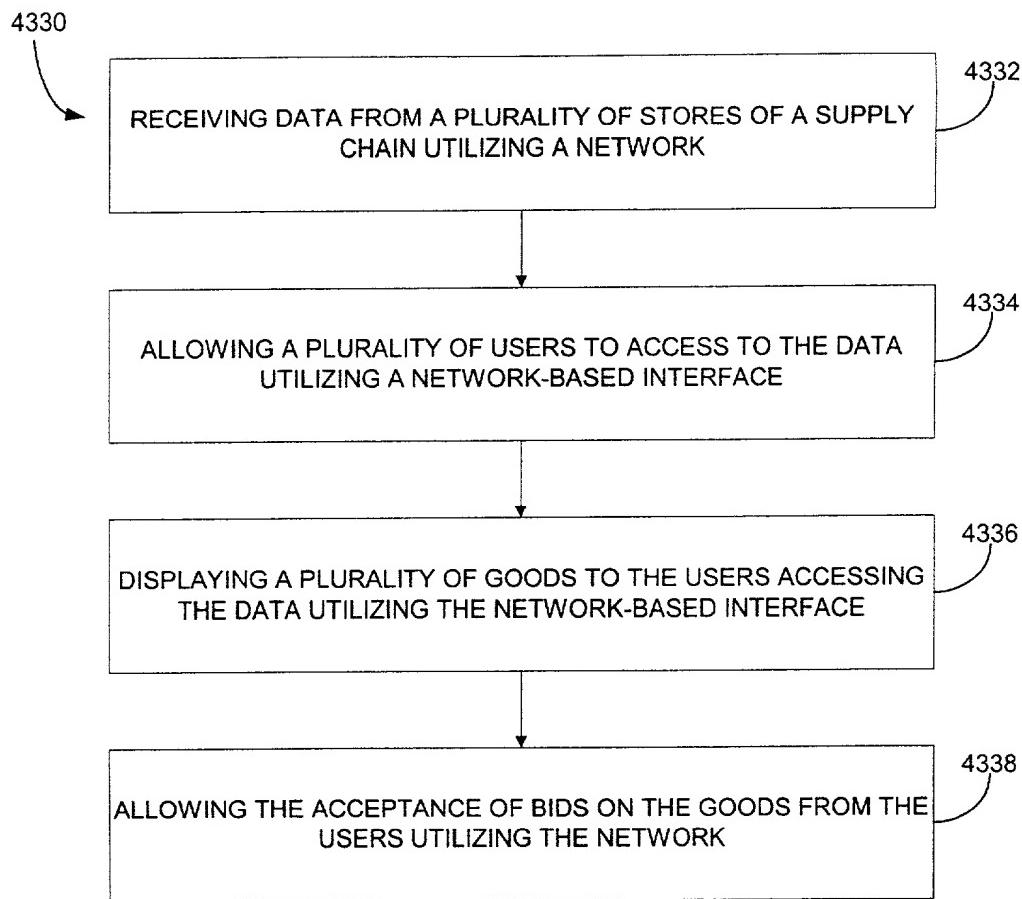


FIG. 43A

63 64 65 66 67 68 69 70 71

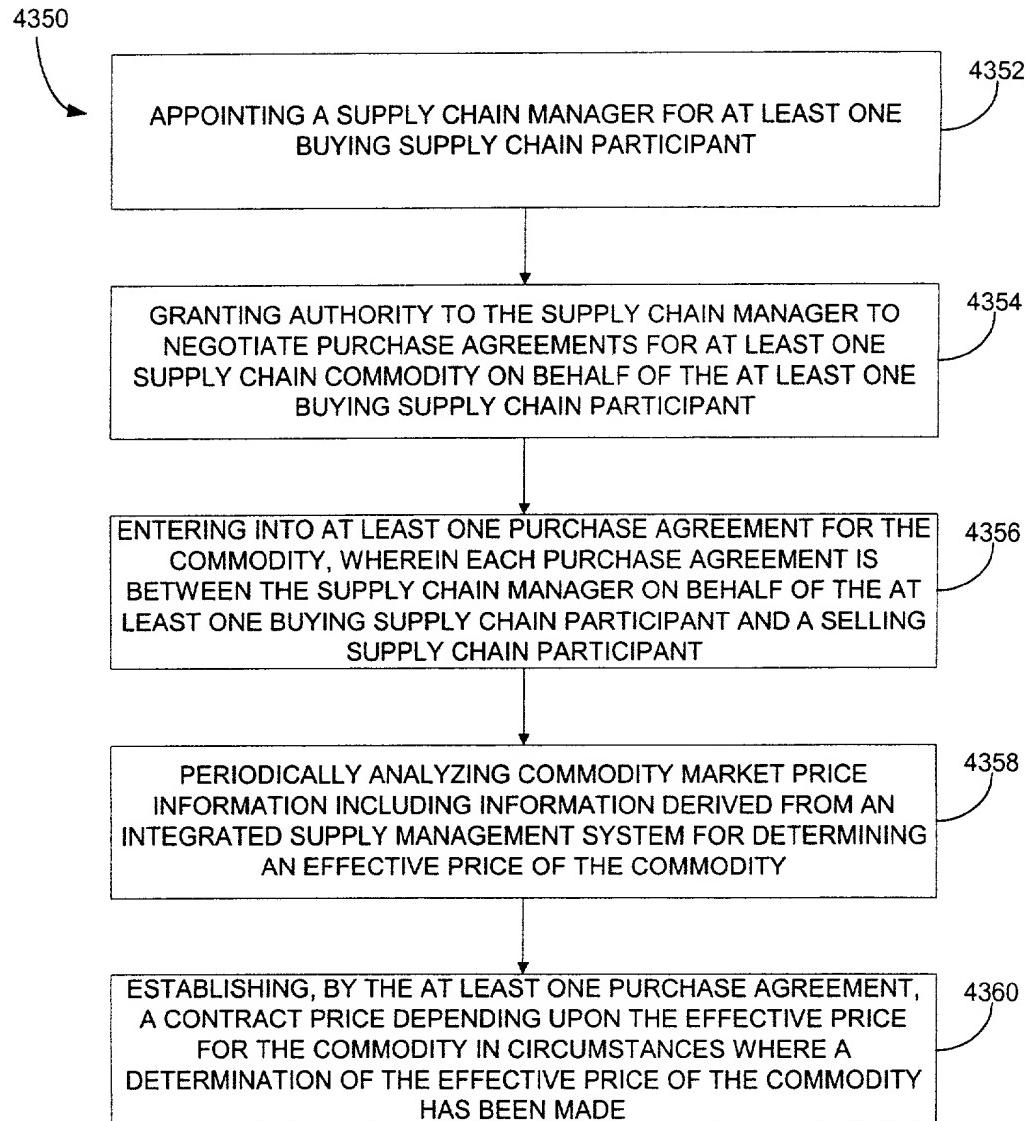


FIG. 43B

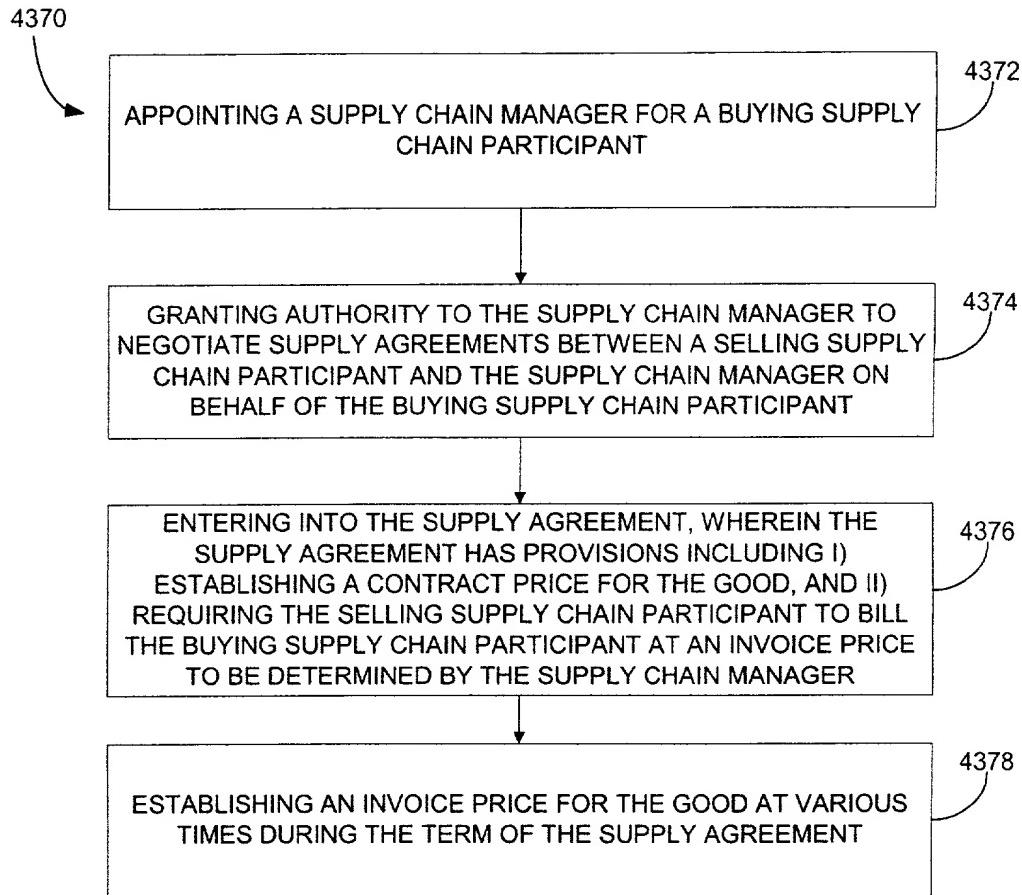


FIG. 43C

00000000000000000000000000000000

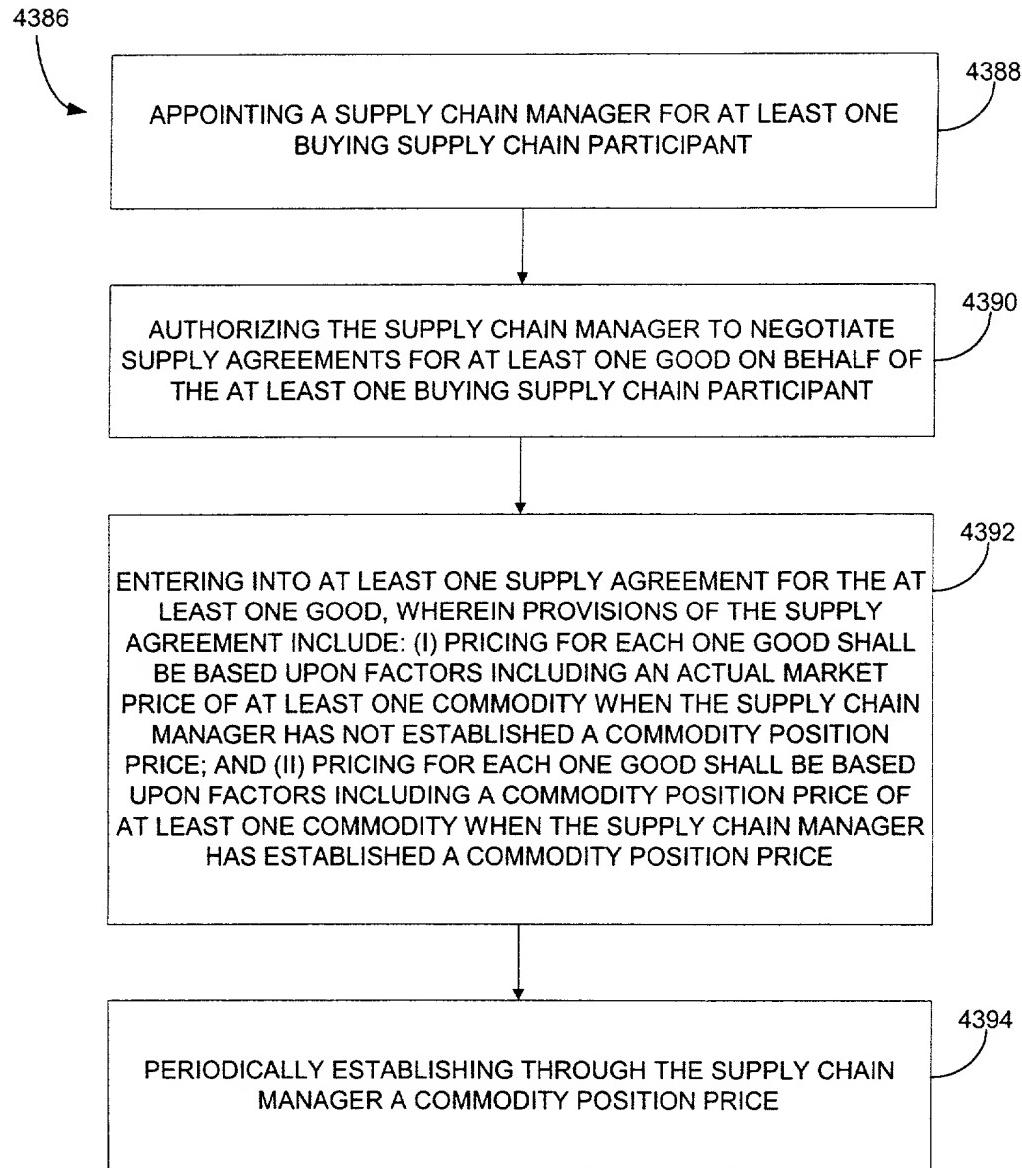


FIG. 43D

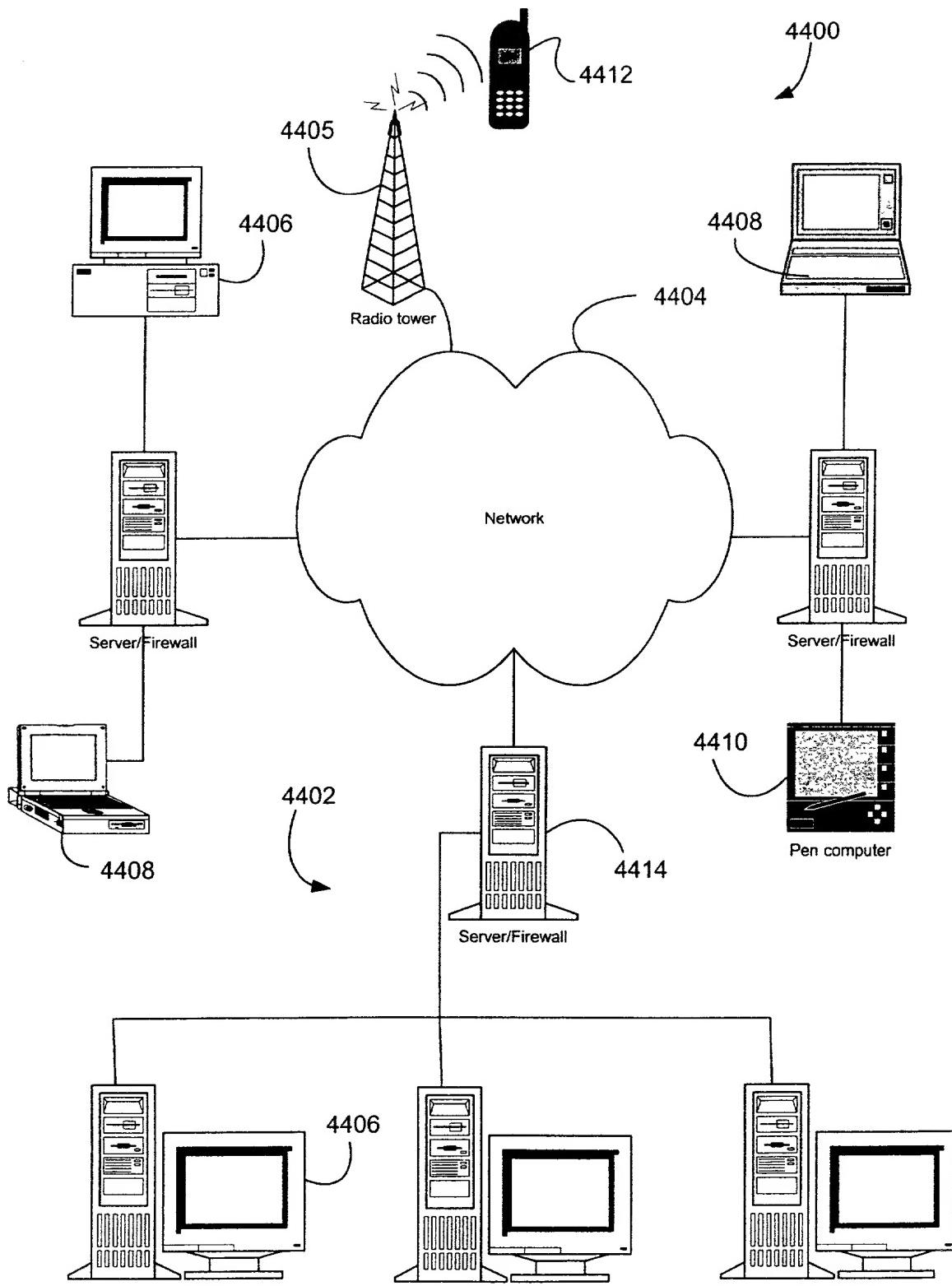
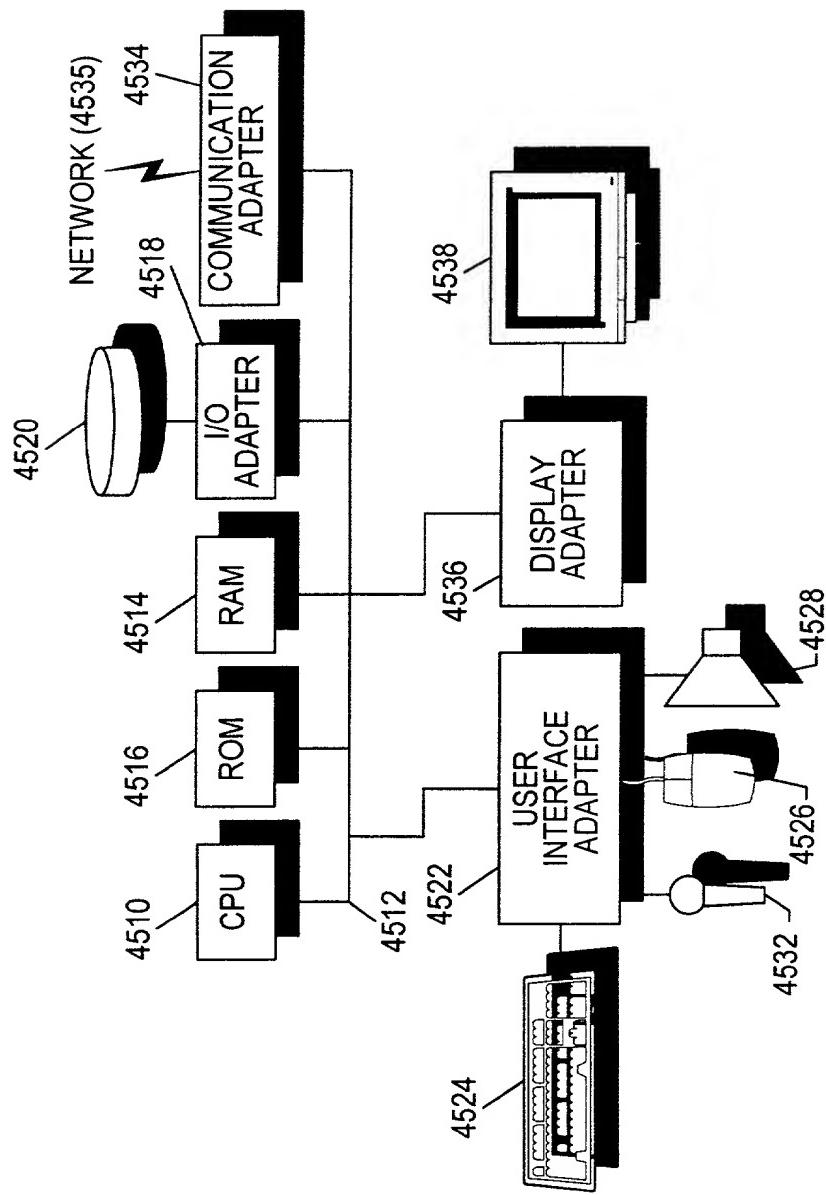


FIG. 44

FIG. 45



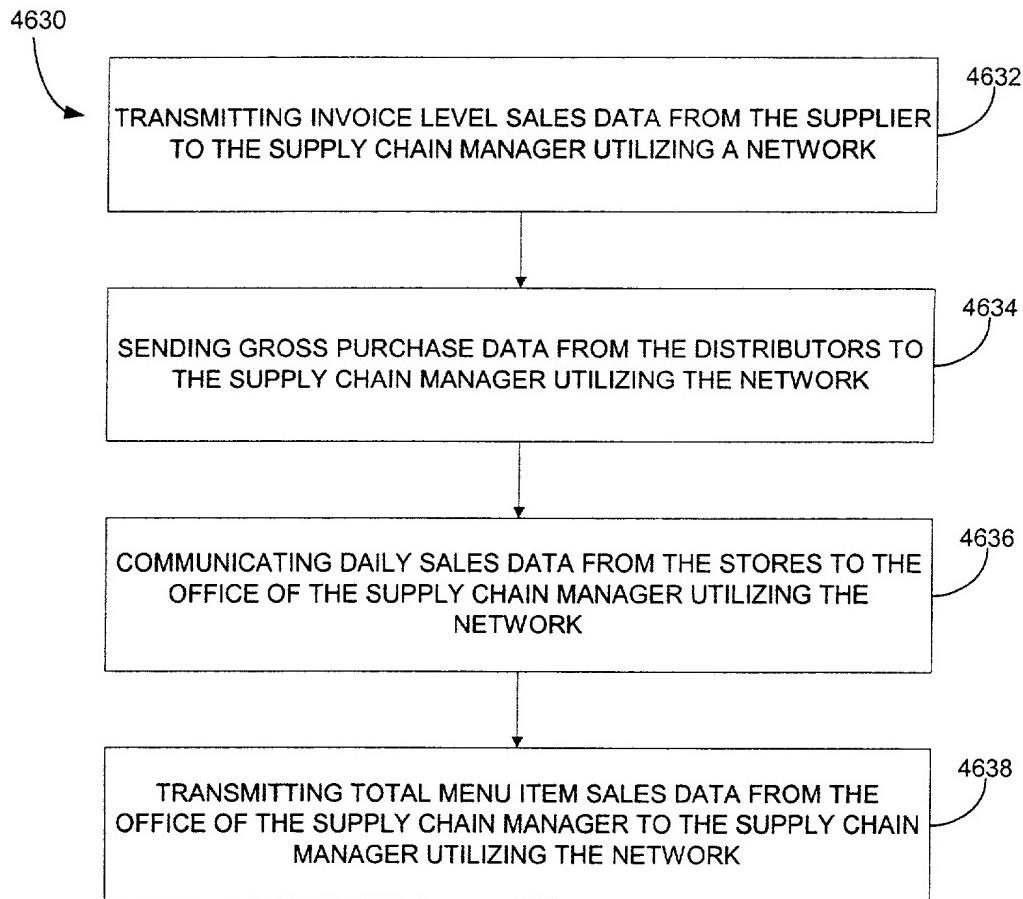


FIG. 46

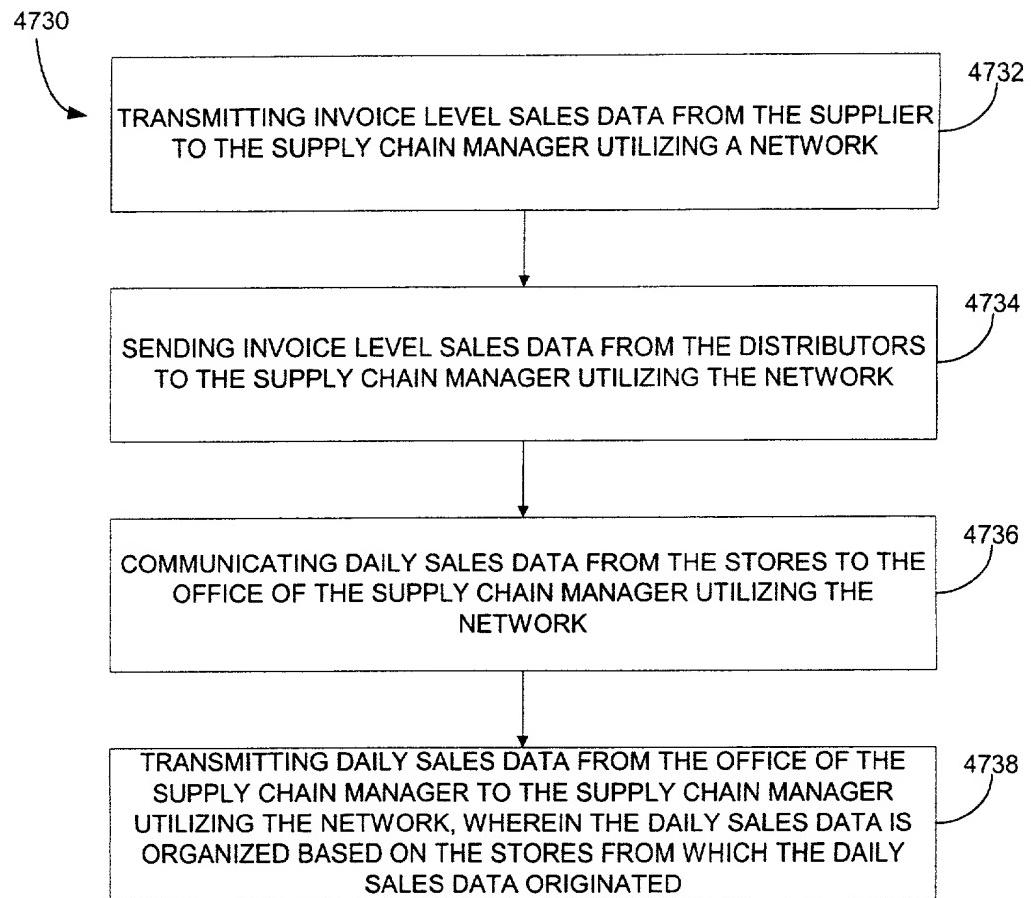


FIG. 47

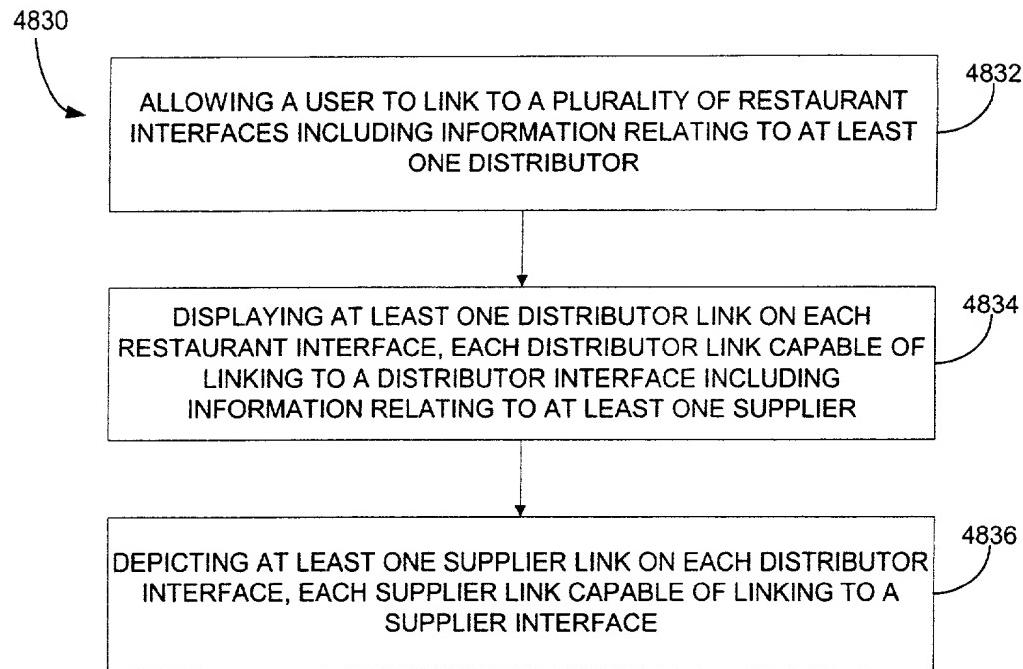


FIG. 48

FIG. 49

File Edit View Favorites Tools Help

Address: Links

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name:
Franchisee:

Password:

Enter Site

4902 4904 4900 4904

About RSI

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information
Map/Directions
General Information
Legal Information
[More About RSI](#)

Help
BK C Link
MFA link

NFA

BK

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

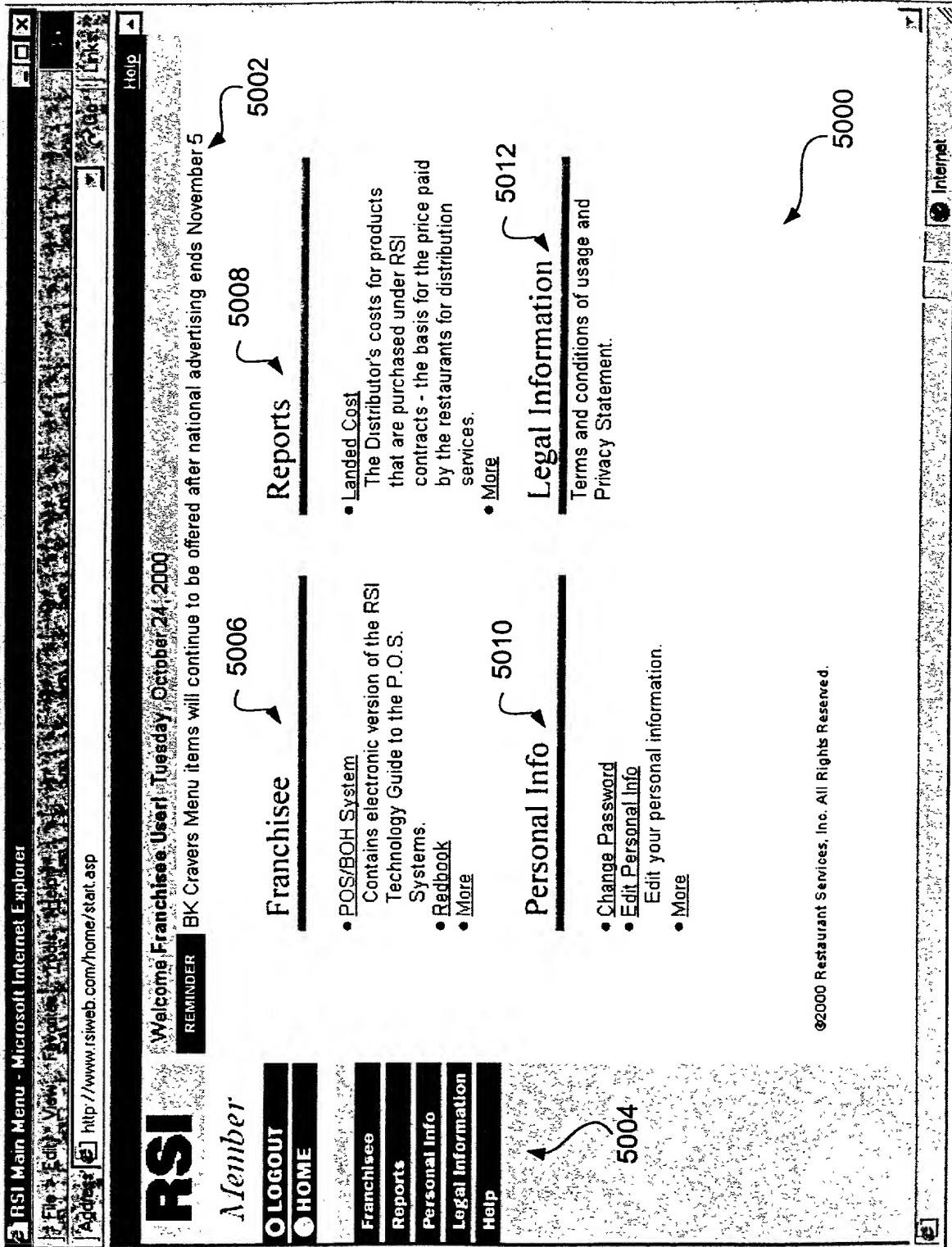


FIG. 50

5130
5132
5134
5136
5138
5140
5142

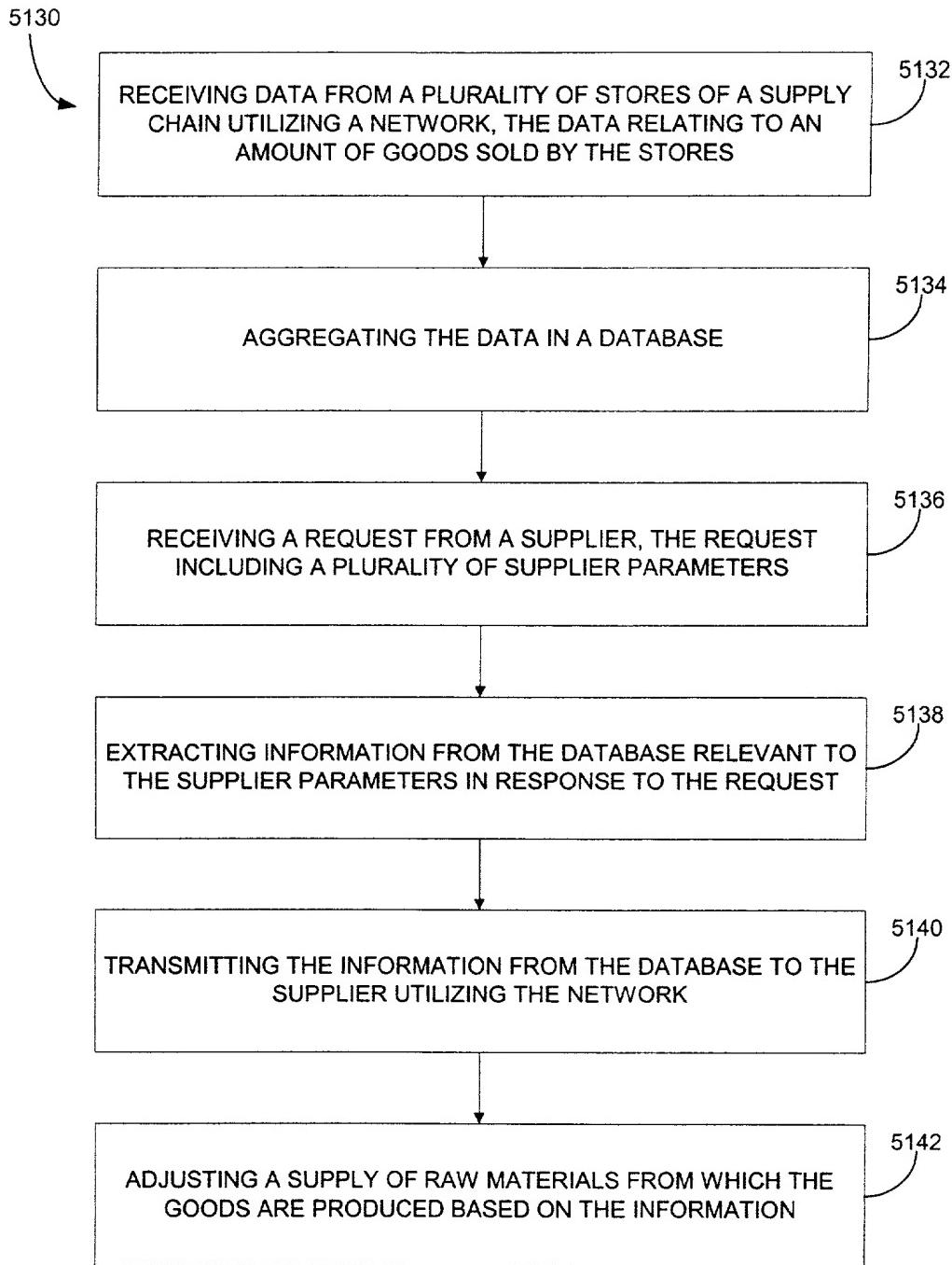


FIG. 51

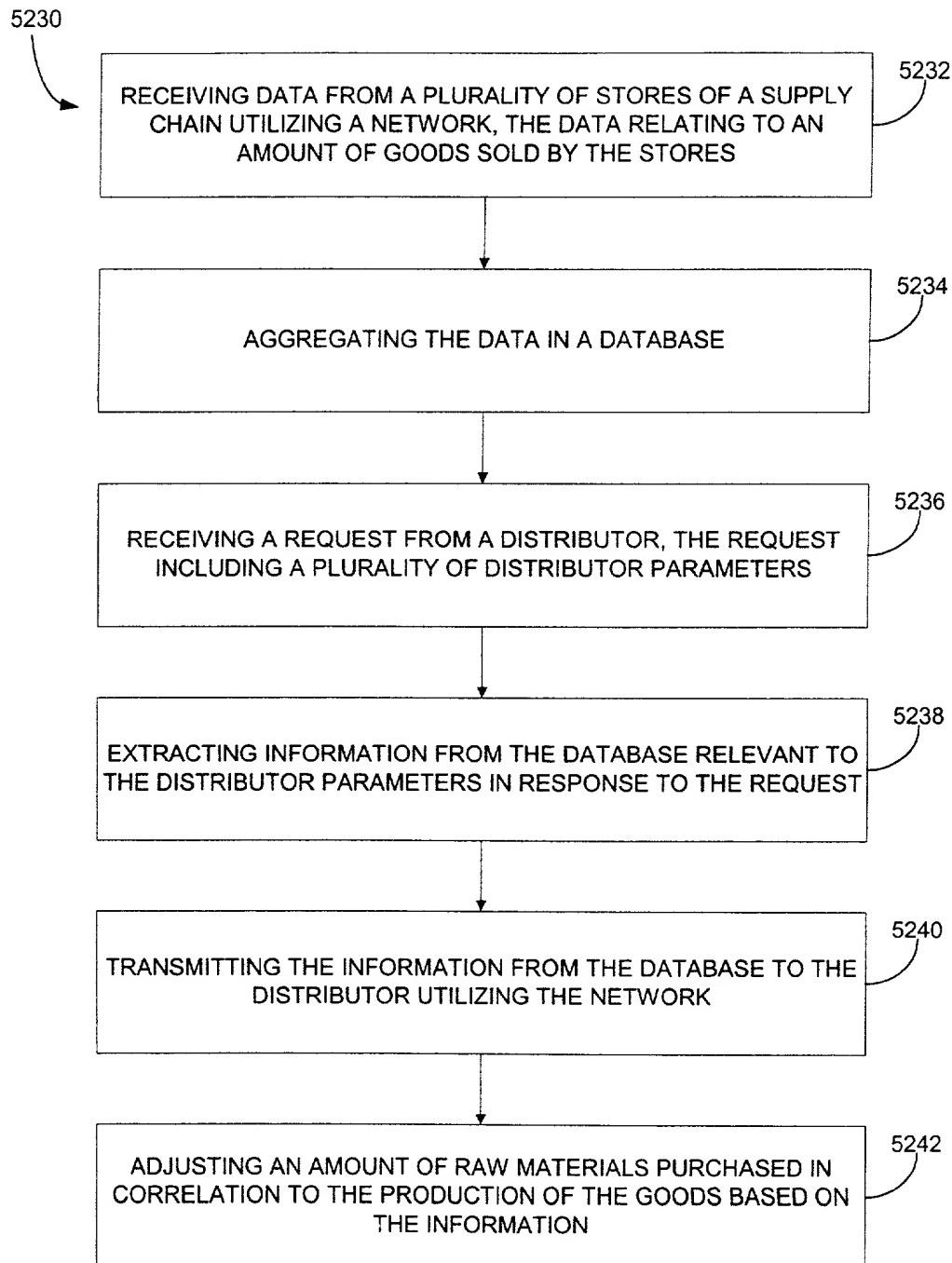


FIG. 52

RSI

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Address: http://www.rsweb.com/dc/d_iposdaily.asp

Print Friendly Version

Logout

Distributor

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Distributor

Tuesday, October 24, 2000

5300

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	Item Description	1+ Day Rolling (Total Cases)														Week Ending Total
		% Chg	1+ Day Avg	10/23	10/24	10/25	10/26	10/27	10/28	10/29	10/30	10/31	10/12	10/13	10/14	
Number of Restaurants Serviced by DC	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	
SAUCE:BBQ BULK	0.00%	13	21	23	16	16	16	16	16	16	16	16	16	16	16	13
10080 BULLSEYE	0.00%	12	19	20	16	14	14	13	14	19	19	19	16	16	16	13
MUSTARD: BULK BK	0.00%	134	107	211	173	106	154	153	160	200	206	176	156	161	161	161
MAYONNAISE: BULK BK	0.00%	24340	24340	24340	24340	24340	24340	24340	24340	24340	24340	24340	24340	24340	24340	24340
STRAW WRAPPED	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	24	24
24986 7.75" BK	0.00%	10	11	12	10	9	8	8	8	11	12	11	10	9	9	9
FORK WRAPPED	0.00%	23318	23318	23318	23318	23318	23318	23318	23318	23318	23318	23318	23318	23318	23318	23318
KNIFE WRAPPED	0.00%	25462	25462	25462	25462	25462	25462	25462	25462	25462	25462	25462	25462	25462	25462	25462
KETCHUP: BULK BAG IN BOX	0.00%	27082	27082	27082	27082	27082	27082	27082	27082	27082	27082	27082	27082	27082	27082	27082
KETCHUP PACKETS	0.00%	27690	27690	27690	27690	27690	27690	27690	27690	27690	27690	27690	27690	27690	27690	27690
Total		5300	5300	5300	5300	5300	5300	5300	5300	5300	5300	5300	5300	5300	5300	5300

Done

Internet

FIG. 53

RSI

[Printer Friendly Version](#)

Distributor

[Logout](#) [Home](#)

[Reports](#)

[Personal Info](#)

[Legal Information](#)

[Help](#)

[Add/Link](#) [Print](#) [Link](#)

[Done](#) [Internet](#)

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

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Local Promotion Option	AOI	Start Date	Projected Daily Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport/RMoline, IA	5/1/00	85	32	17	
	Des Moines/Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	50	
	Peoria, IL	5/1/00	85	99	17	
	Sioux City, IA	5/26/00	85	99	10	
	Springfield/Decatur-Chmpg, IL	6/7/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids/Watertown/Dubuque, IA	4/15/00	99	19		
	Davenport/RMoline, IA	4/15/00	99	17		
	Ottumwa/Kilkissille, IA	4/15/00	99	3		
Big King Total	Chicago, IL	5/15/00	20	99	39	
Pancake Minis	Peoria, IL	5/1/00	20	99	8	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54

RSI

POS Implied Daily Usage - Supplier

Supplier:

[Logout](#) [Home](#)

[Reports](#) [Personal Info](#) [Legal Information](#) [Help](#)

[TOTAL](#)

[Printer Friendly Version](#)

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

FOB Point	DC No	Item Description	Aug 10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	Week Ending Total		
																	Chq Day	14	13
																10/19	10/12	9/25	9/18
																10/15	10/8	10/1	9/24

Total of DC Locations		
CHICKEN	0.00%	0.00%
PATTY	0.00%	0.00%
CHICKEN	0.00%	0.00%
BK	0.00%	0.00%
7 BROILER	0.00%	0.00%
CHICKEN	0.00%	0.00%
8 TENDERS	0.00%	0.00%
CHICKEN	0.00%	0.00%

FIG. 55

RSI

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: http://www.rsiweb.com/fran/l_iprc.asp?report=true

Member Restaurant Number: Date:

Logout Home Printer Friendly Version Restaurant Landed Cost Verification Report

Personal Info Legal Information Help

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2 1/2" X 185'	\$21.27	\$1.57	\$22.84
12360	3686	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18980	399	SAUCE-BULK-KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20798	67	MUSTARD-BULK 36AL	\$8.45	\$1.57	\$10.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	80	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done Internet

FIG. 56

00000000000000000000000000000000

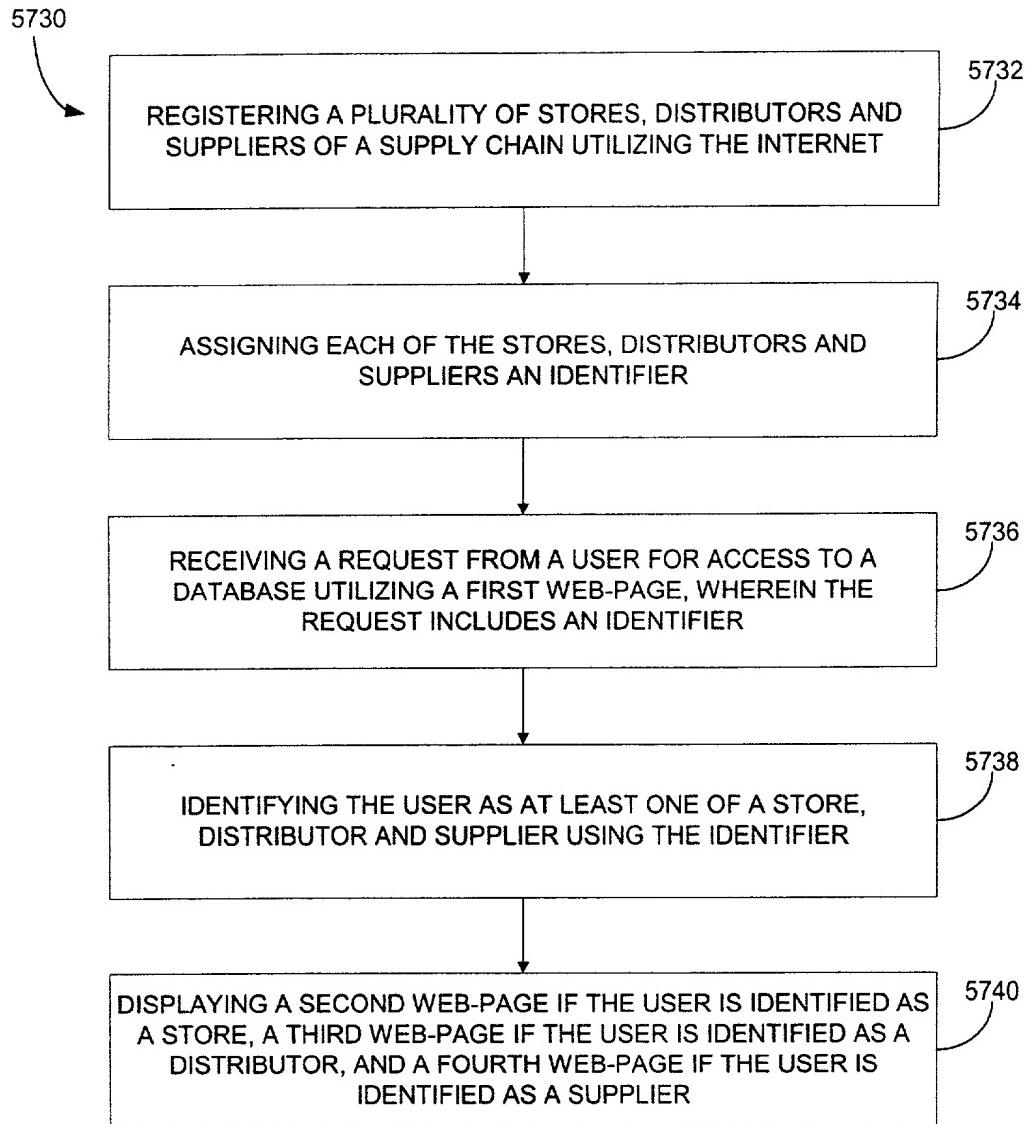


FIG. 57

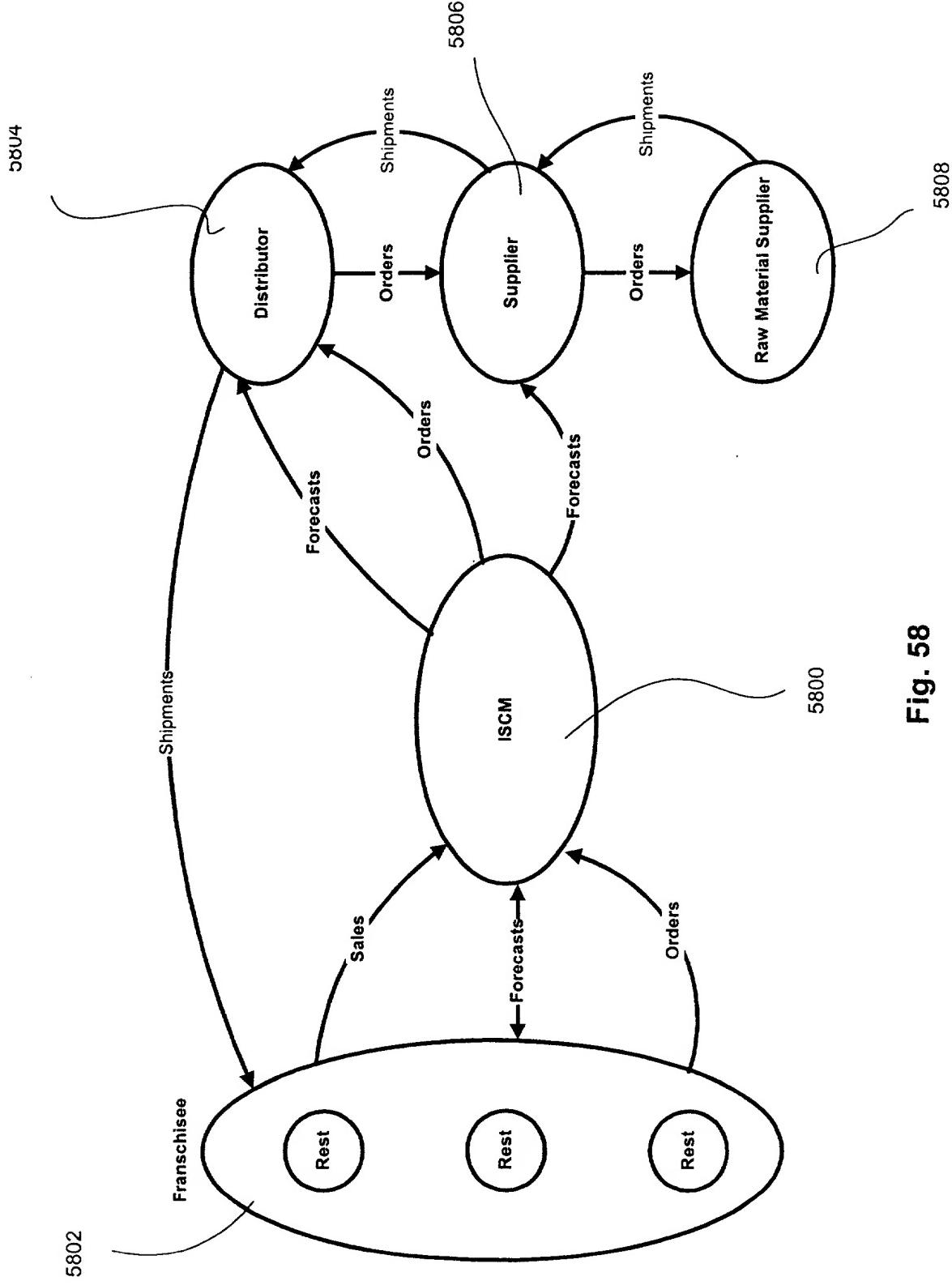


Fig. 58

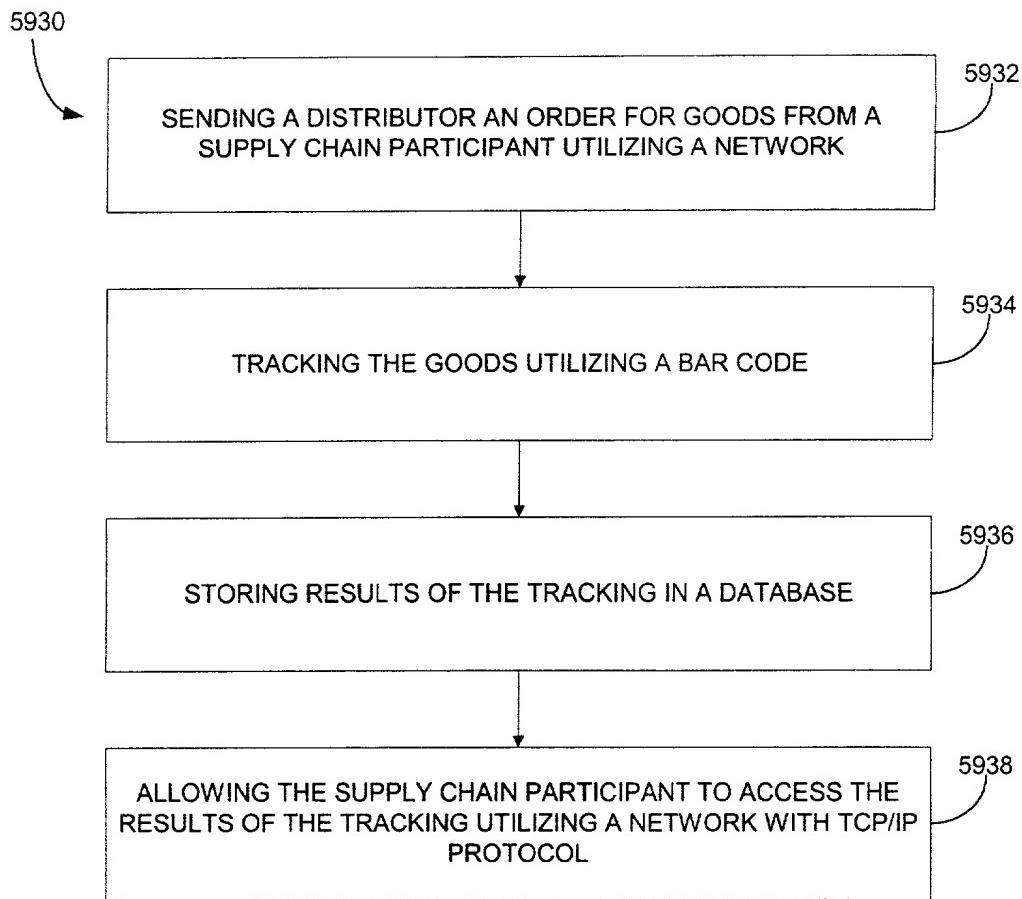


FIG. 59

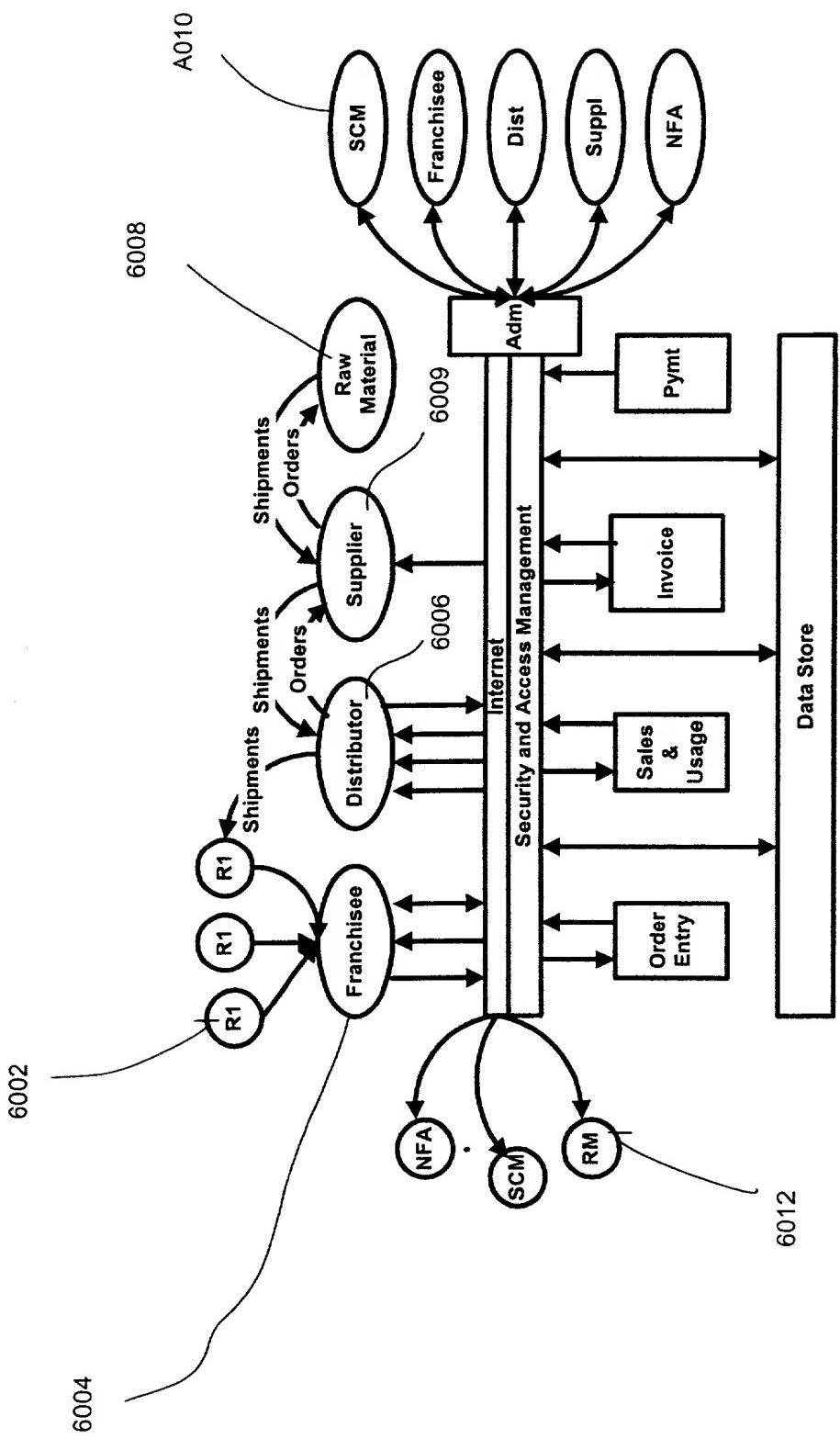


Fig. 60

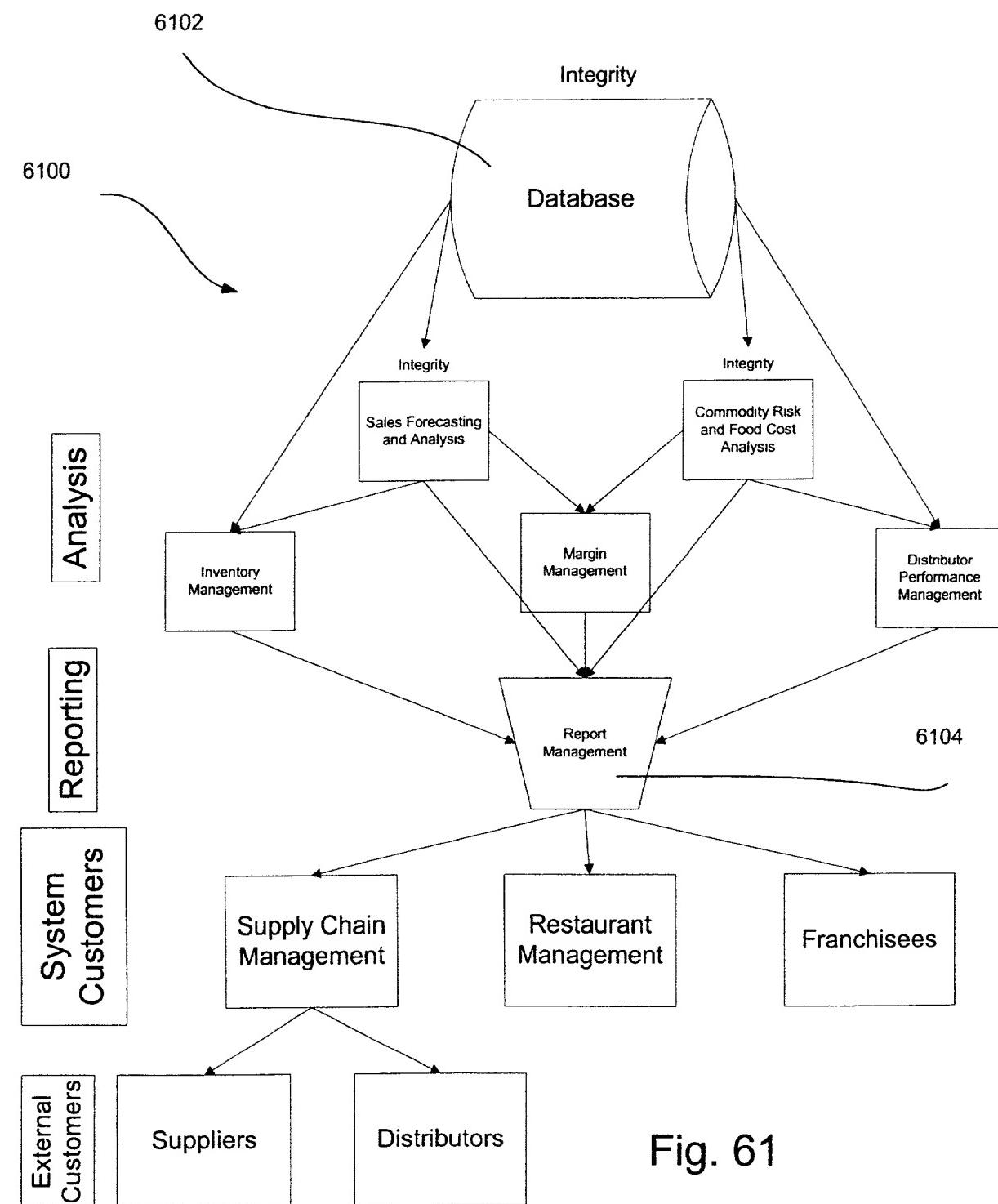


Fig. 61

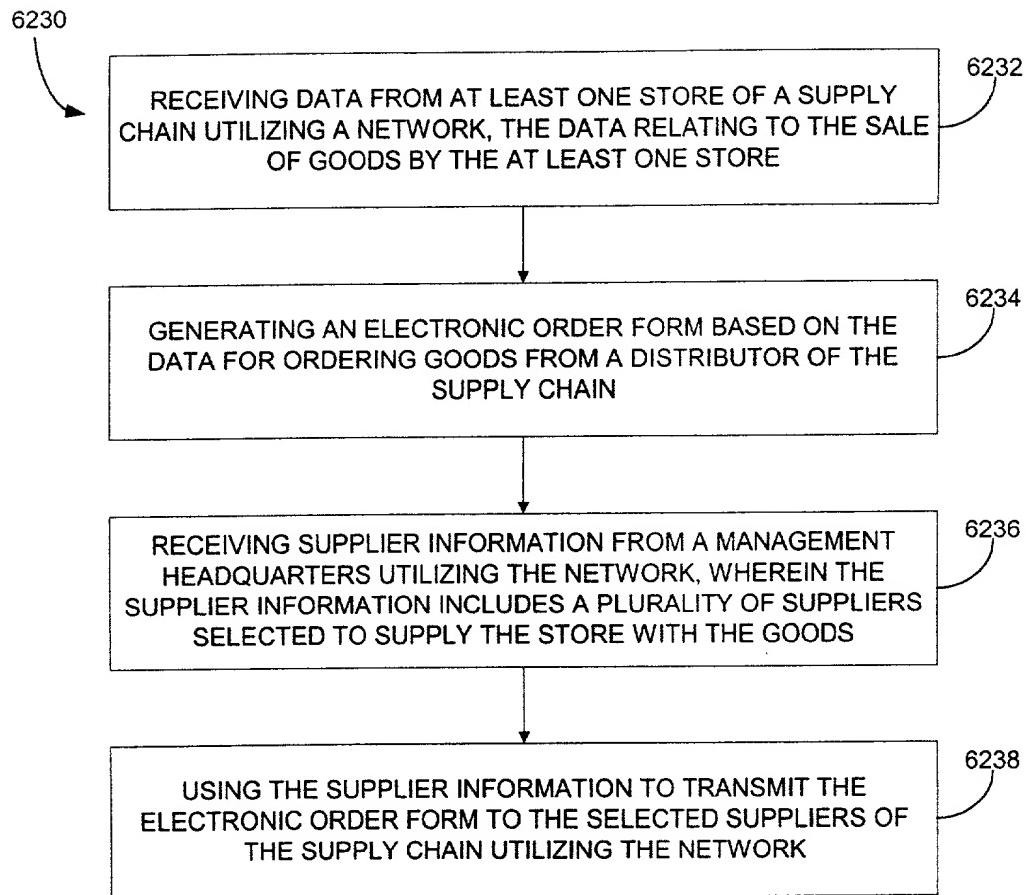


FIG. 62

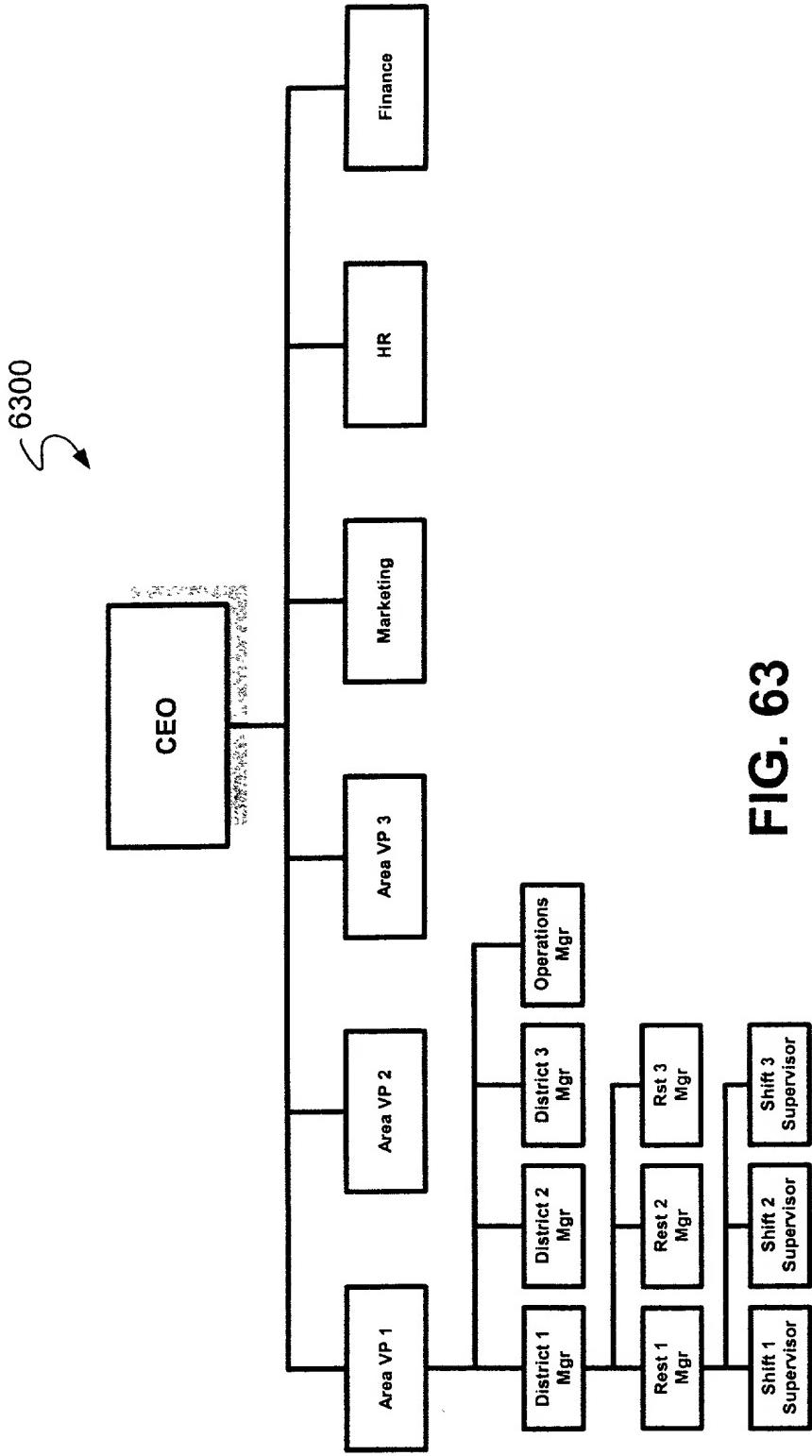


FIG. 63

6430 6432 6434 6436 6438 6440

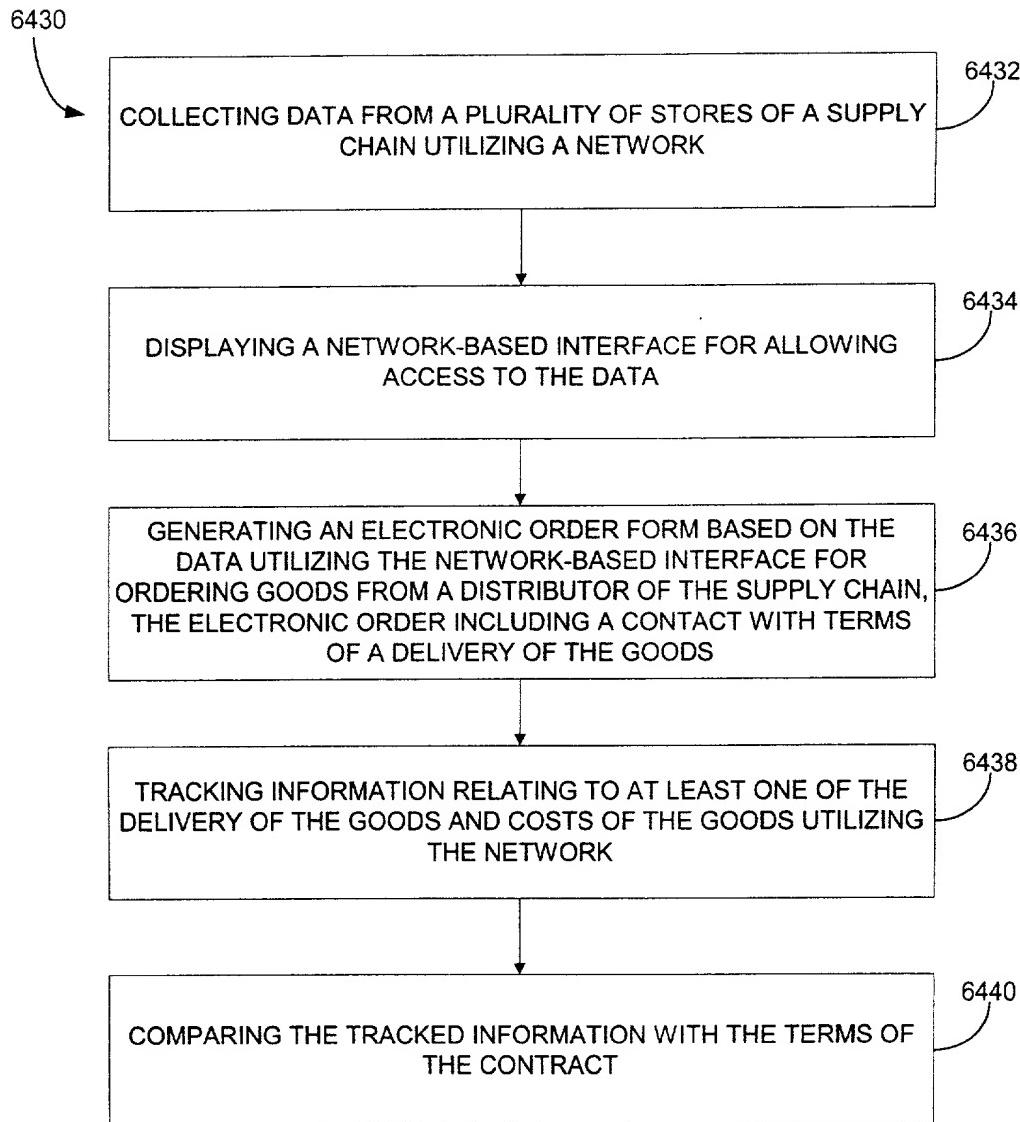


FIG. 64

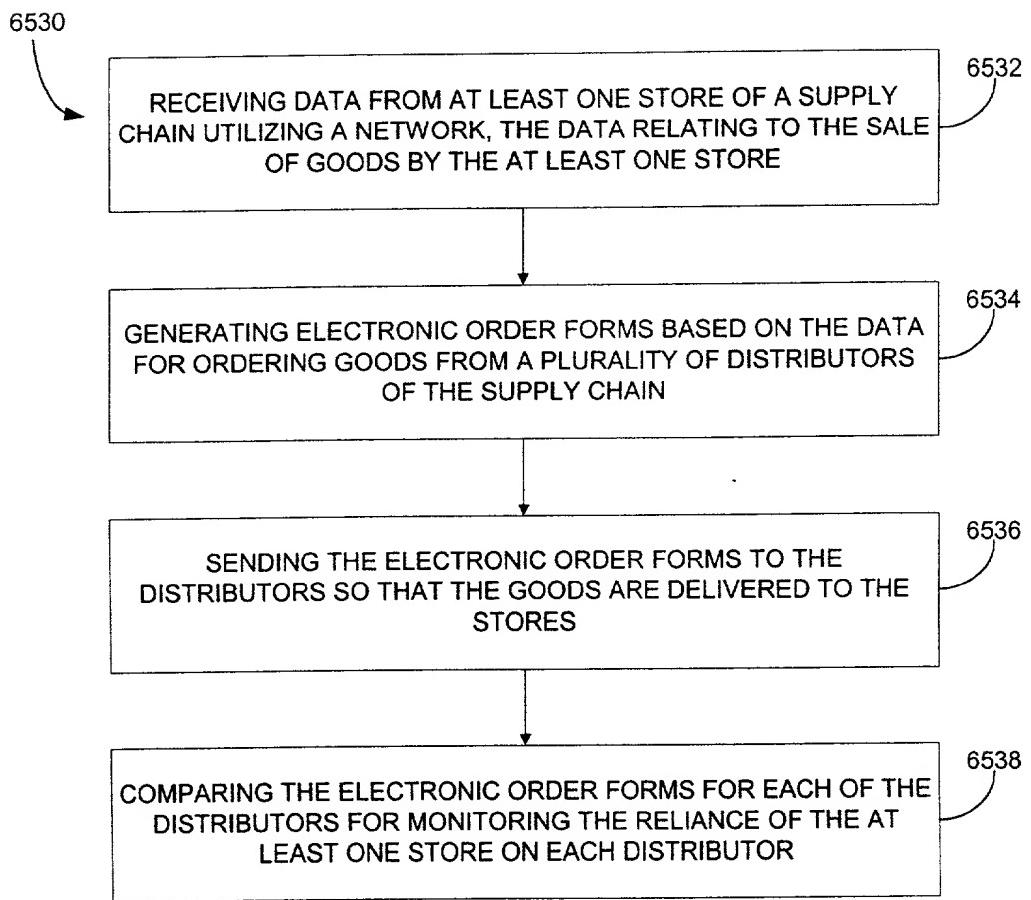


FIG. 65

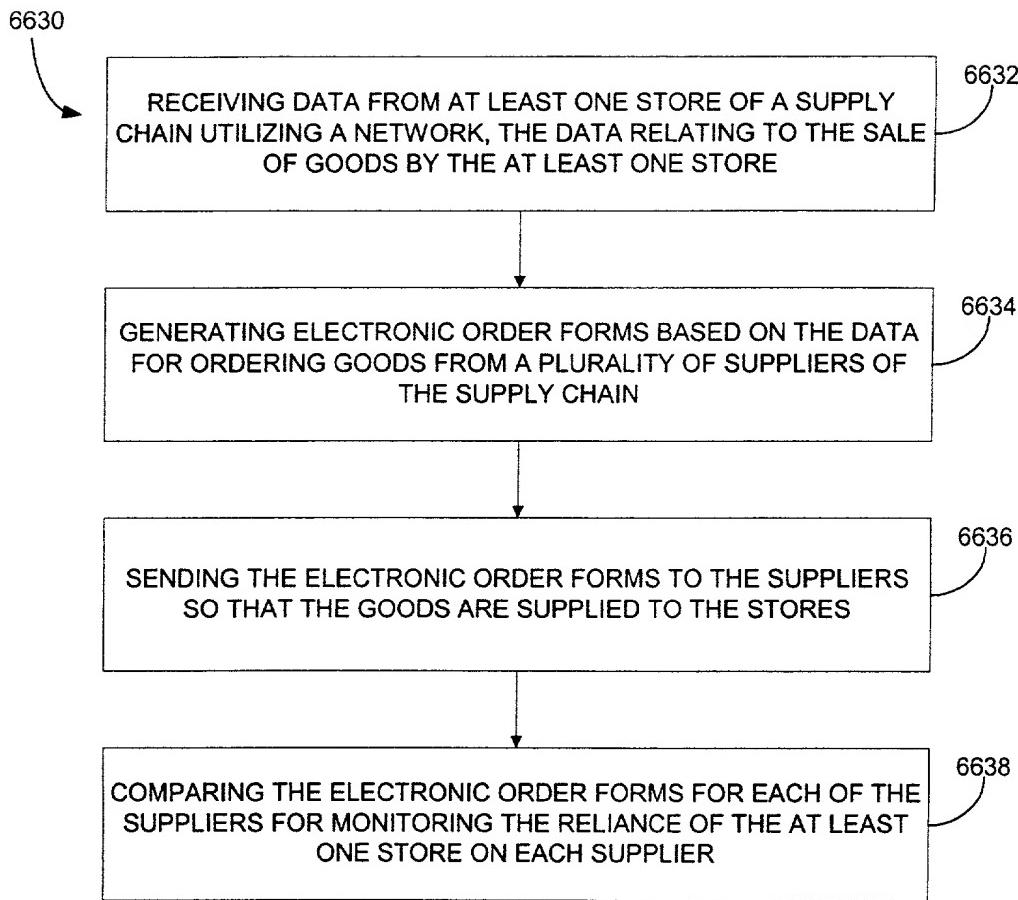


FIG. 66

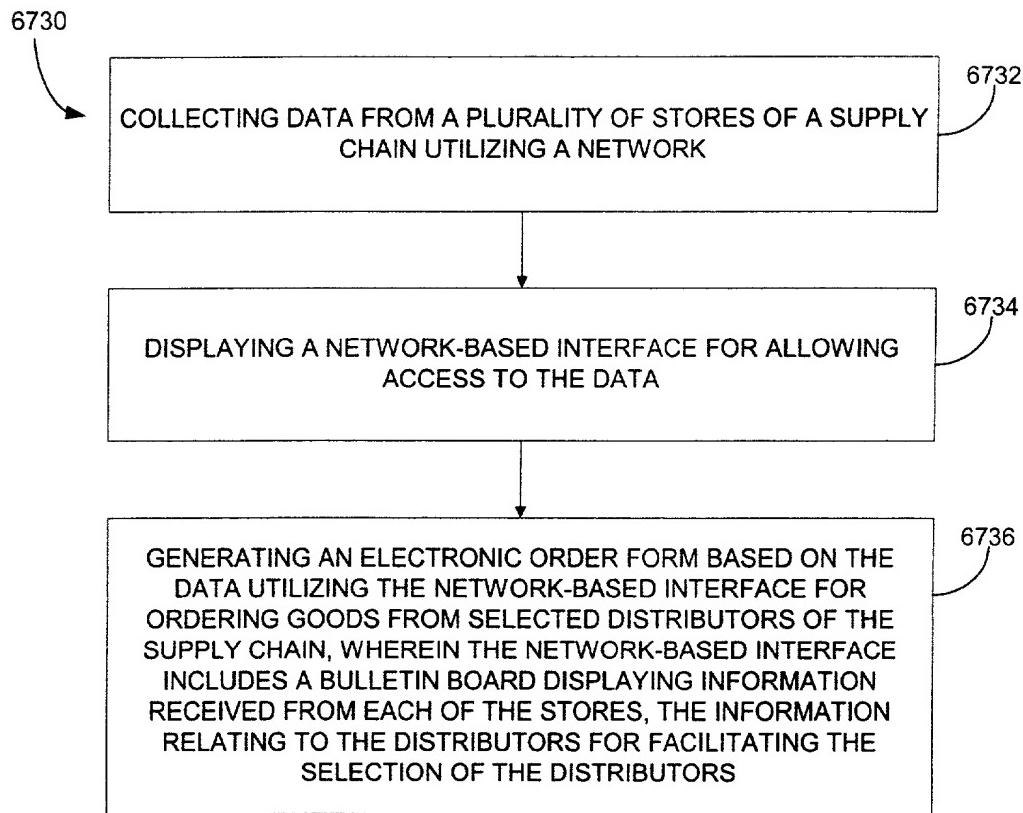


FIG. 67

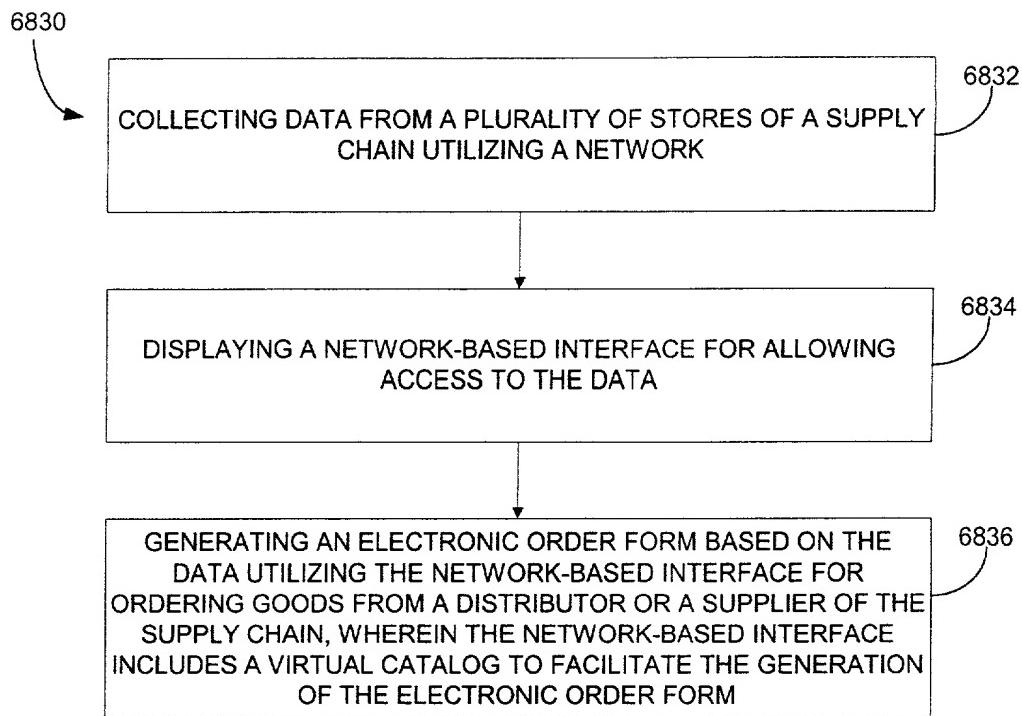
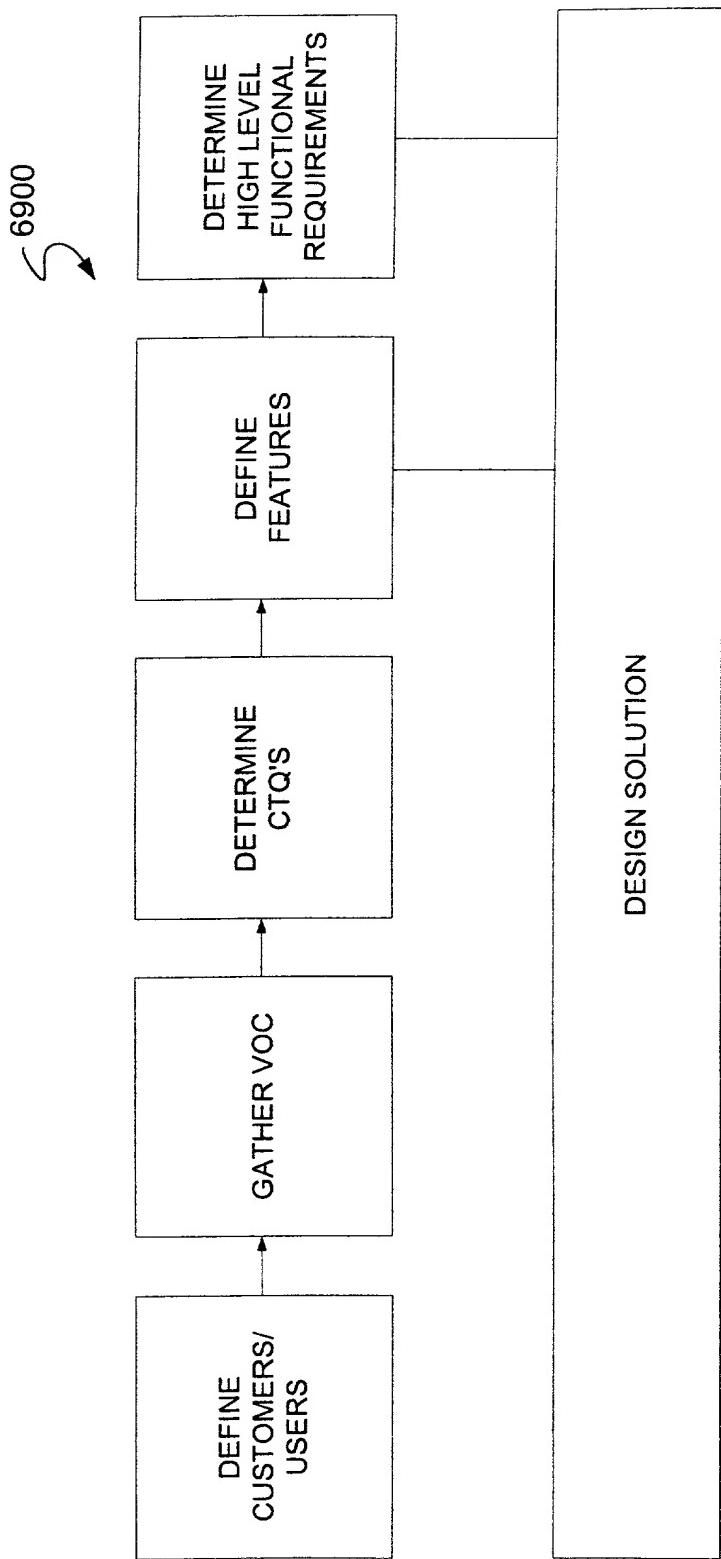


FIG. 68

FIG. 69



00000000000000000000000000000000

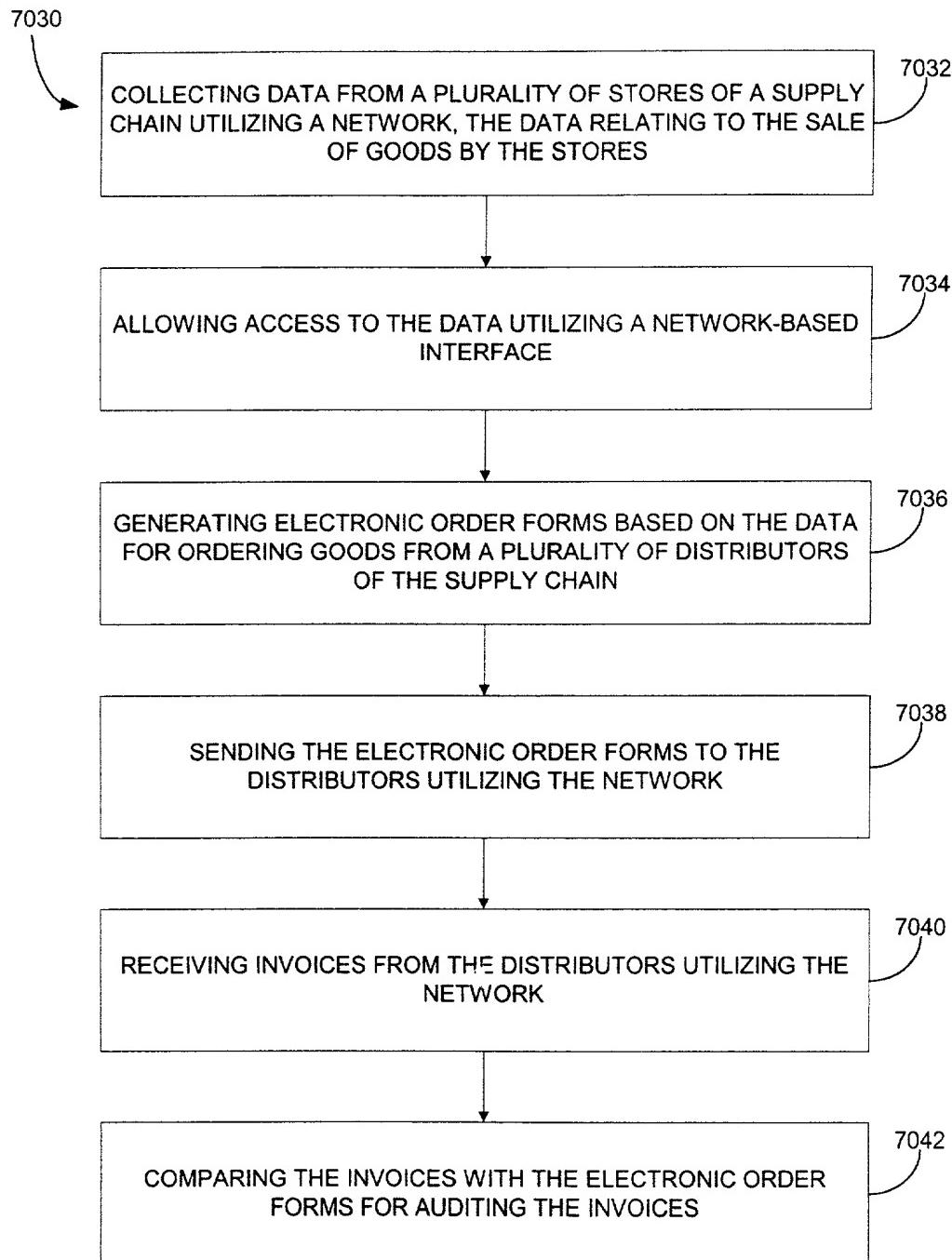


FIG. 70

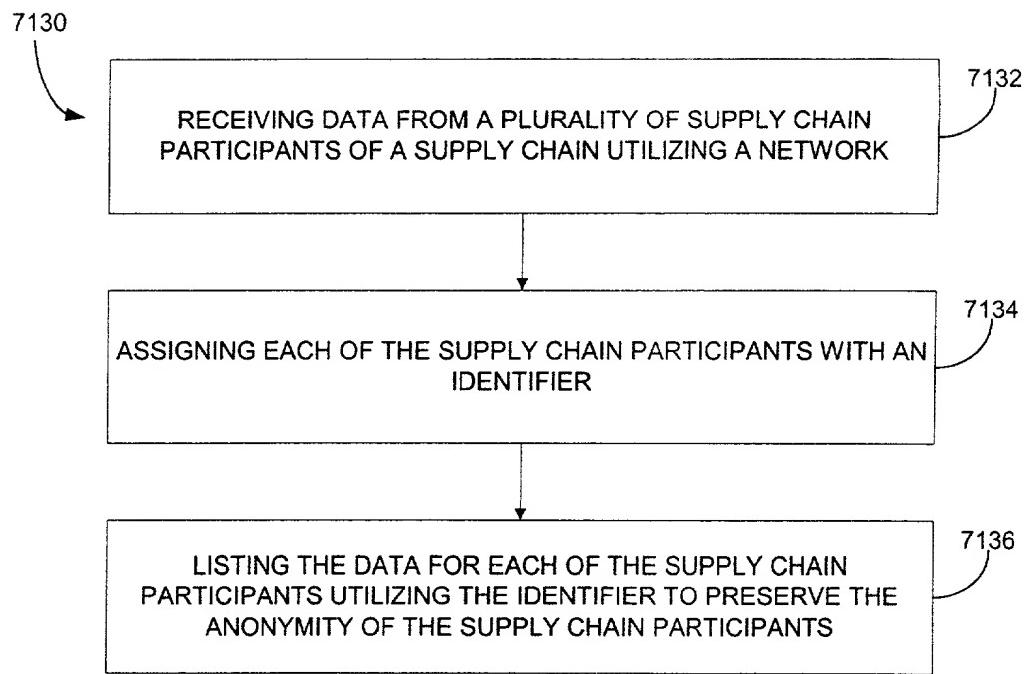


FIG. 71

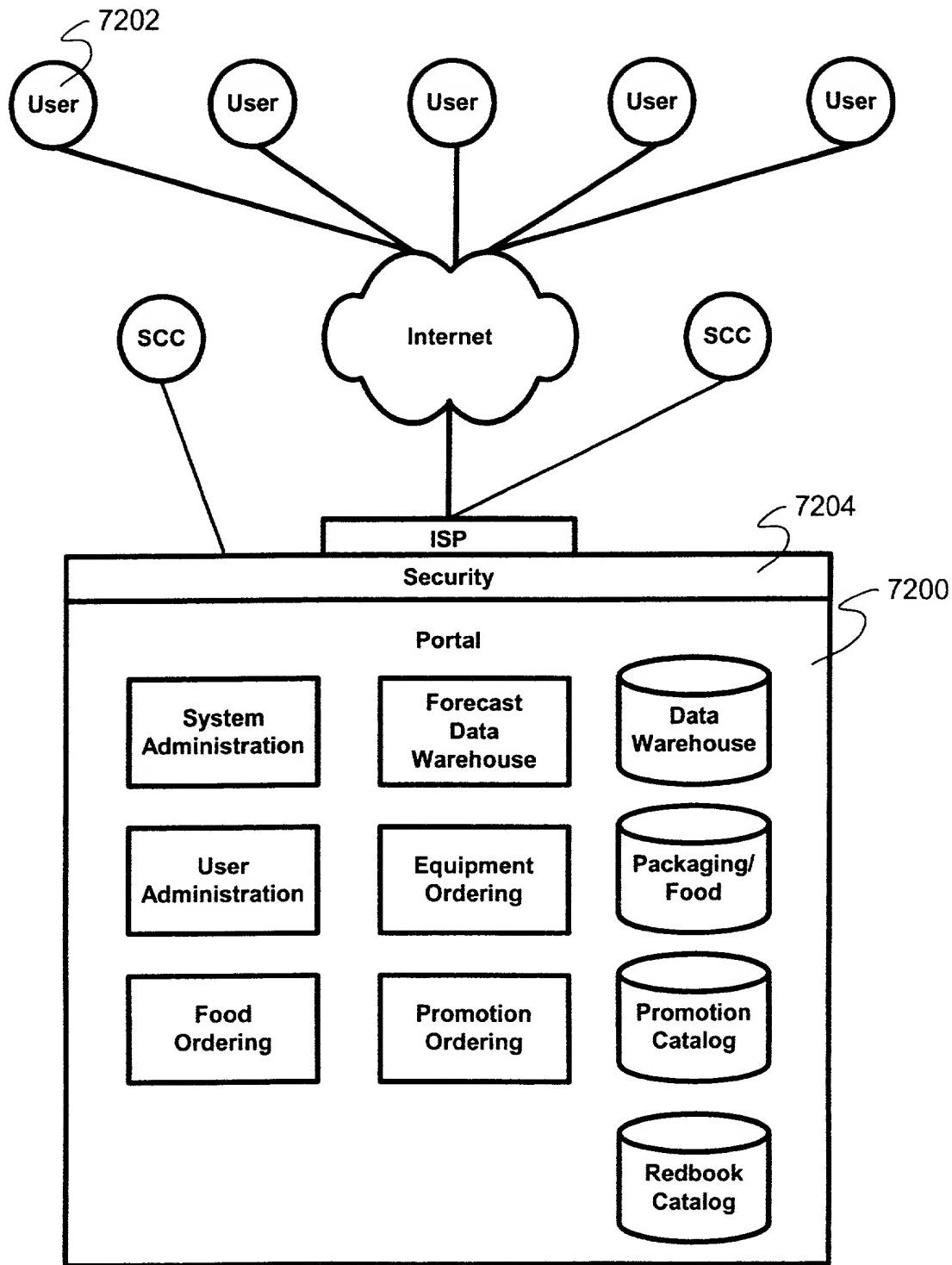


FIG. 72

FIG. 73

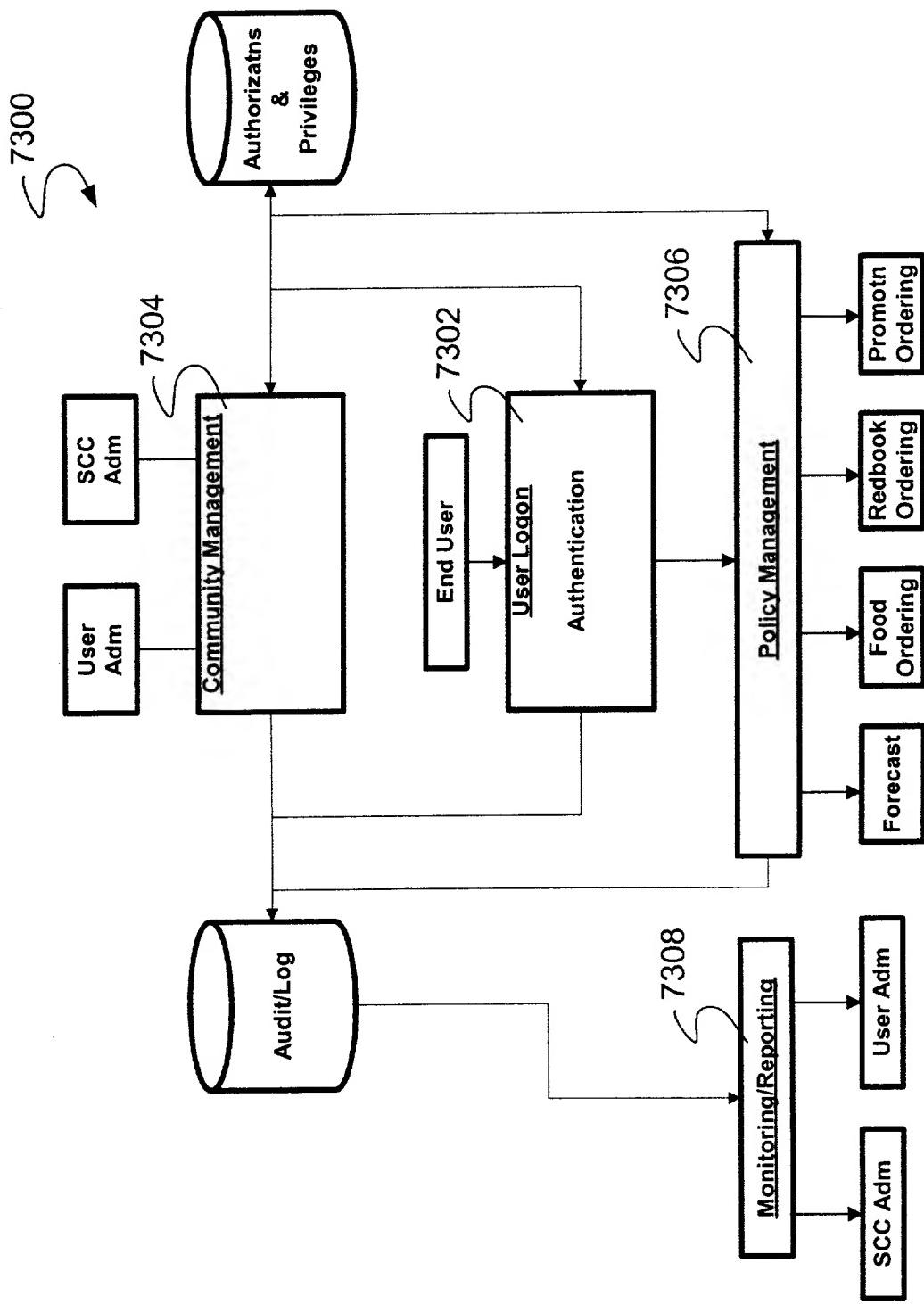
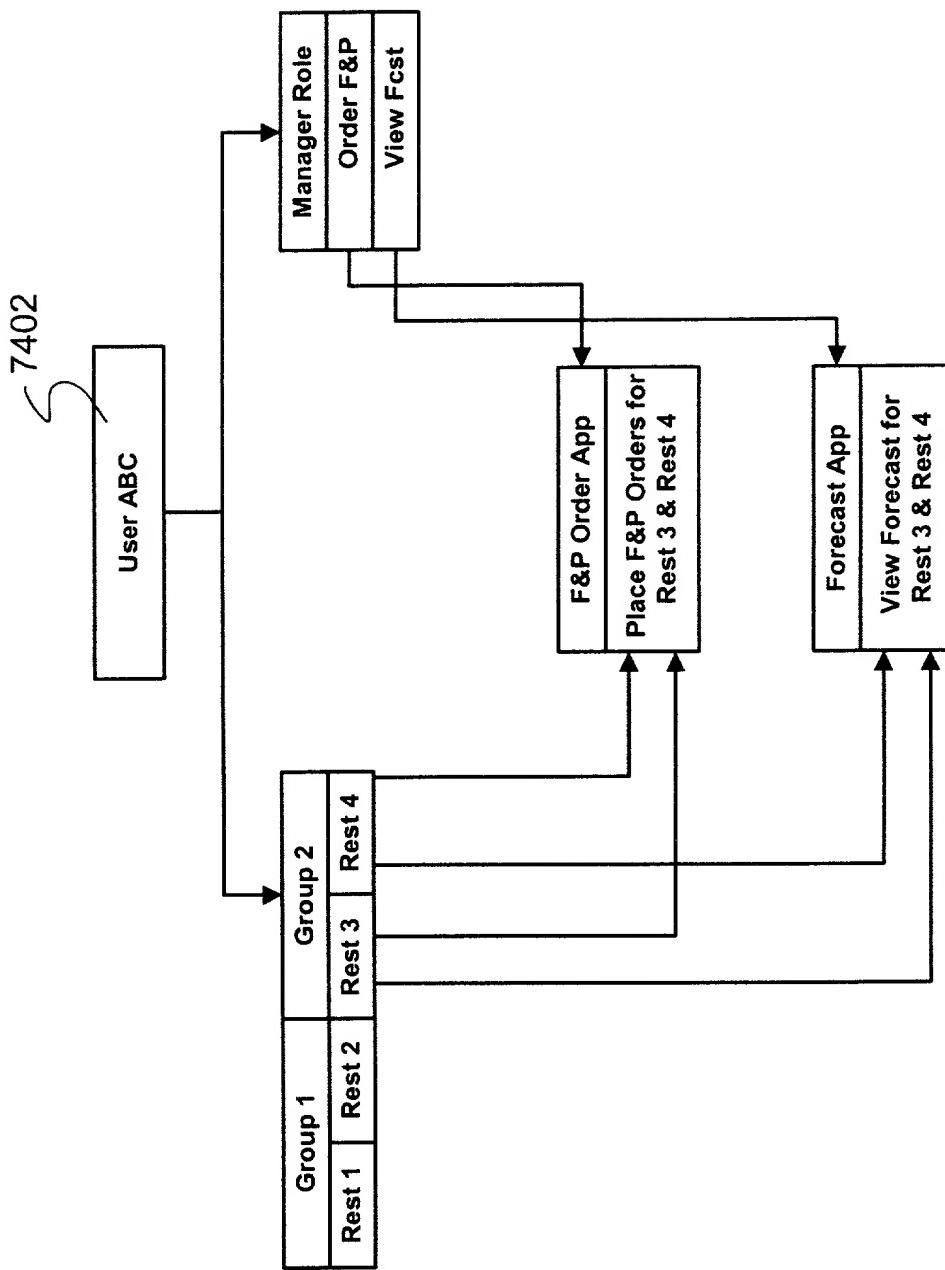


FIG. 74



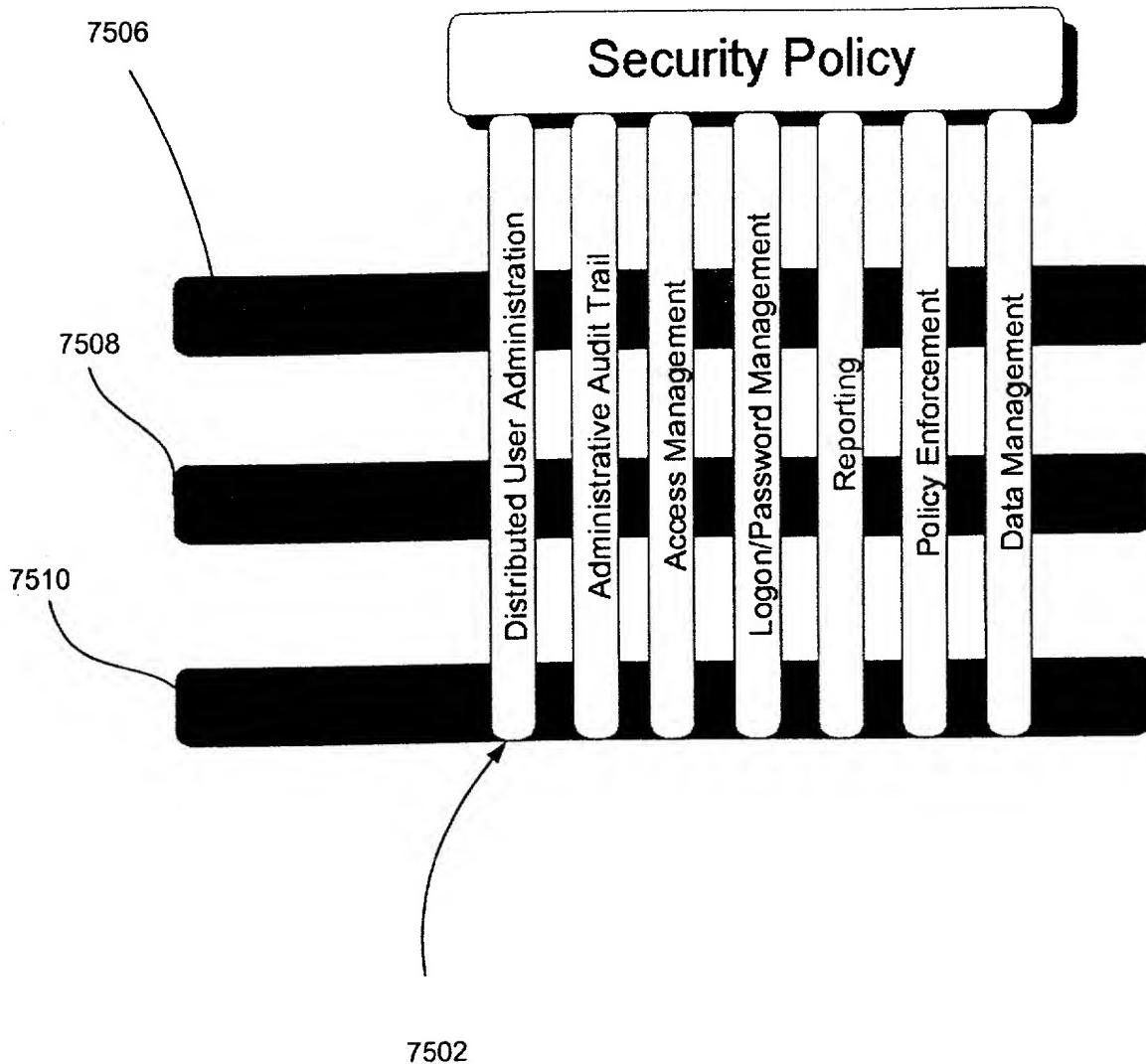


Fig. 75

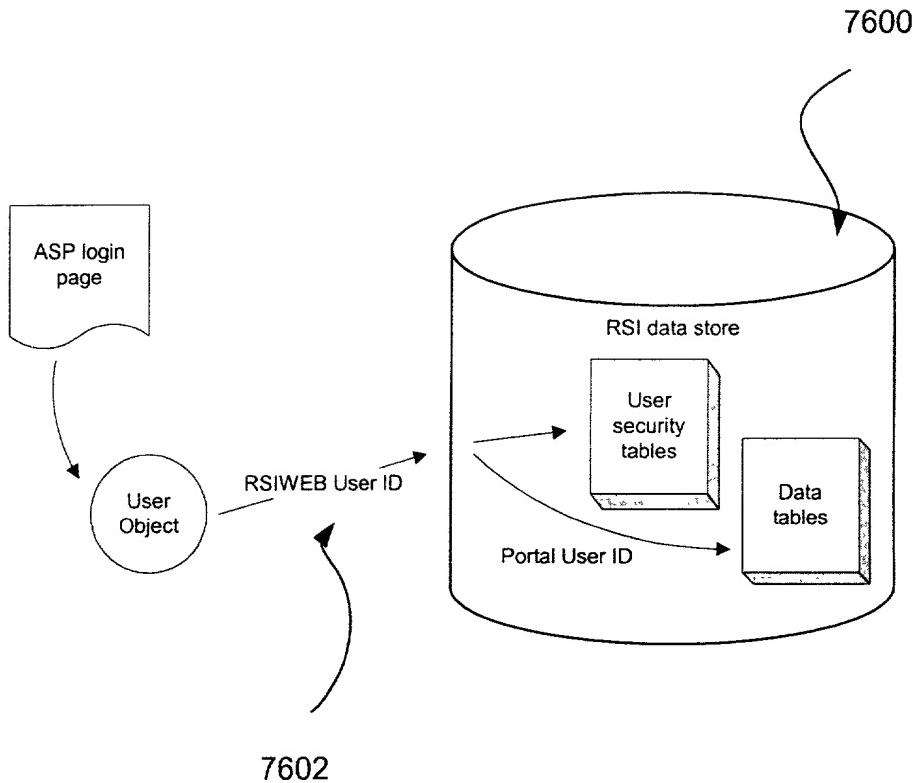


Fig. 76

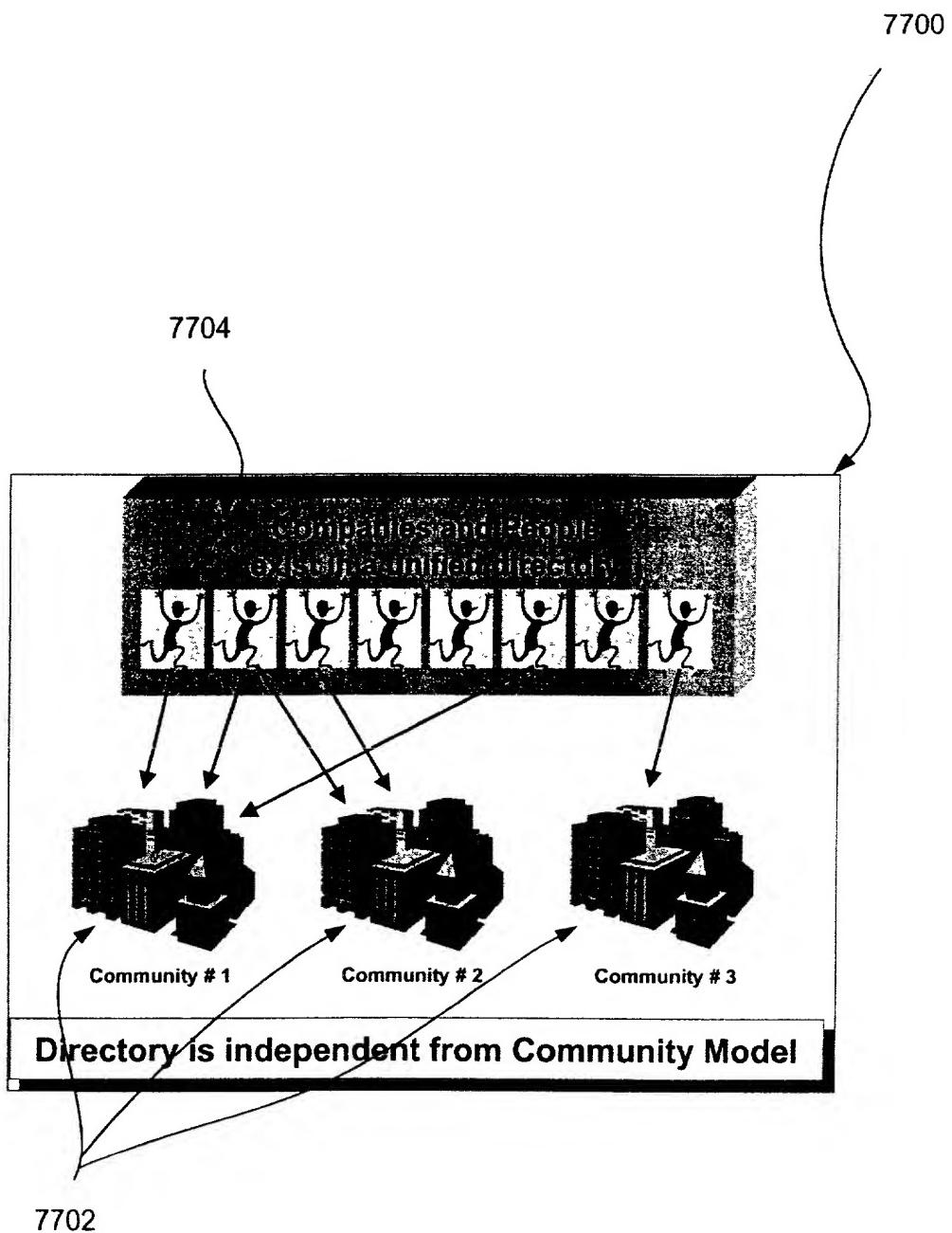


Fig. 77

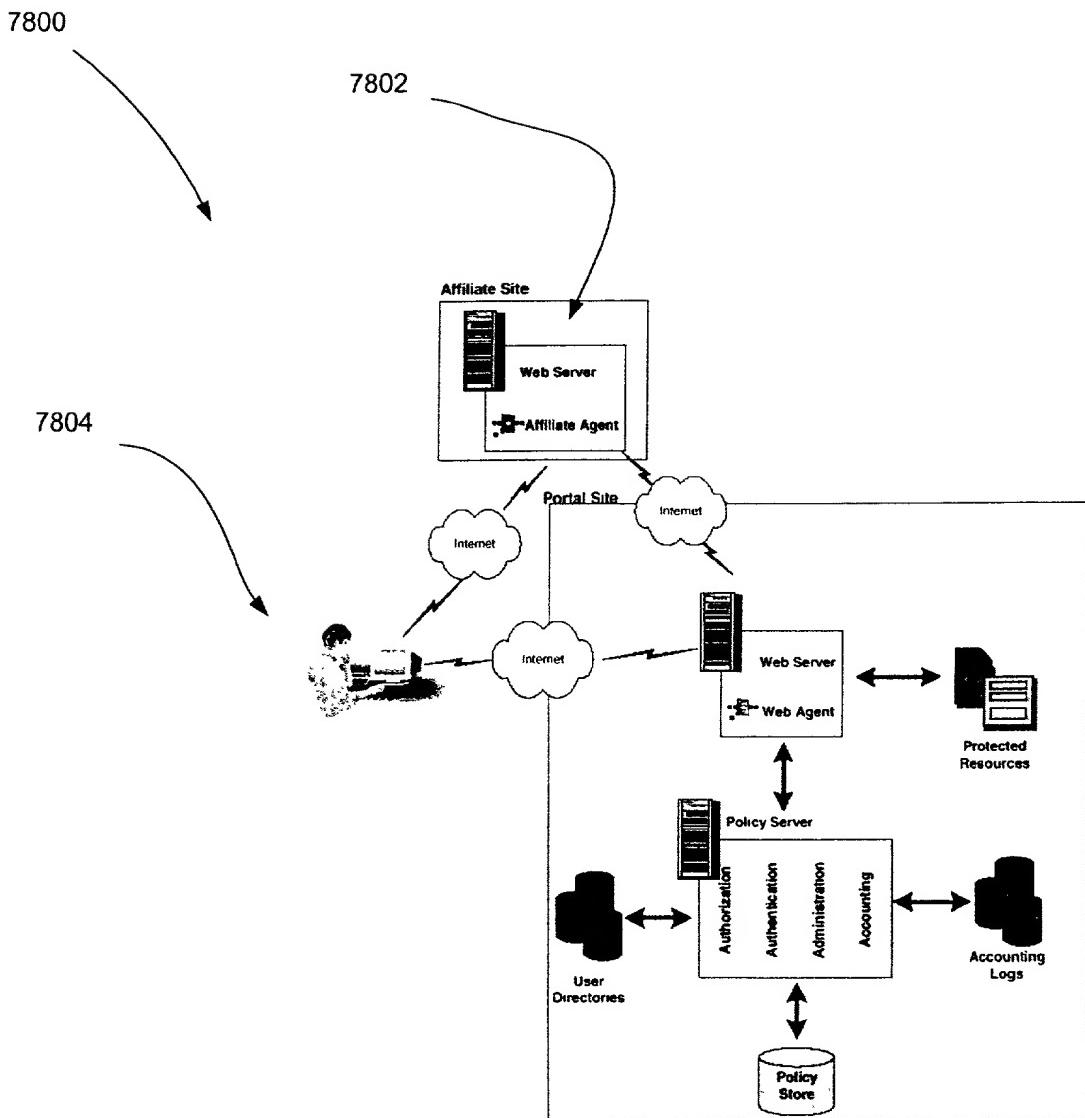
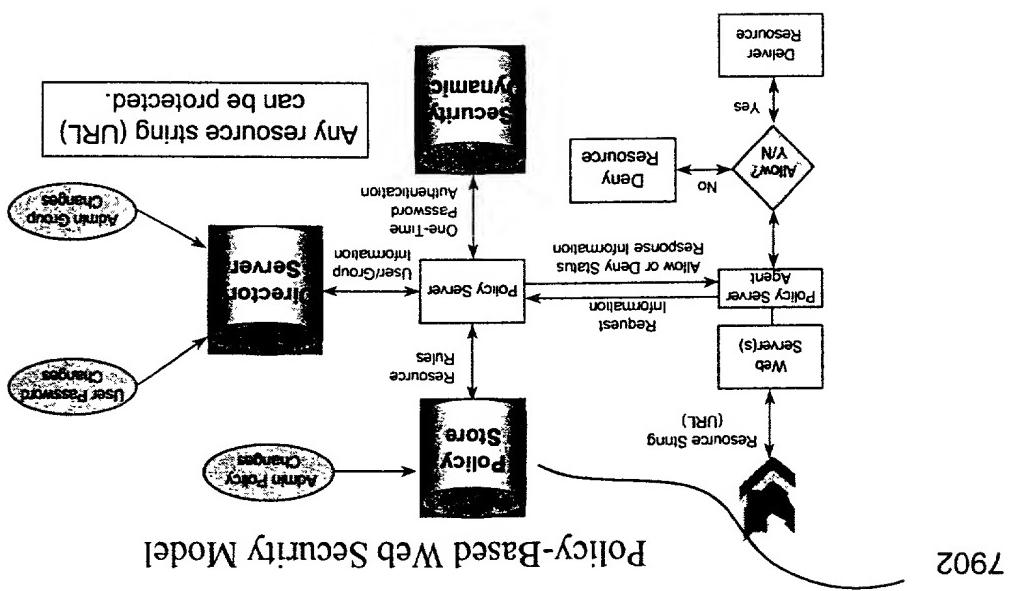


Fig. 78

Fig. 79



7902

7900

00000000000000000000000000000000

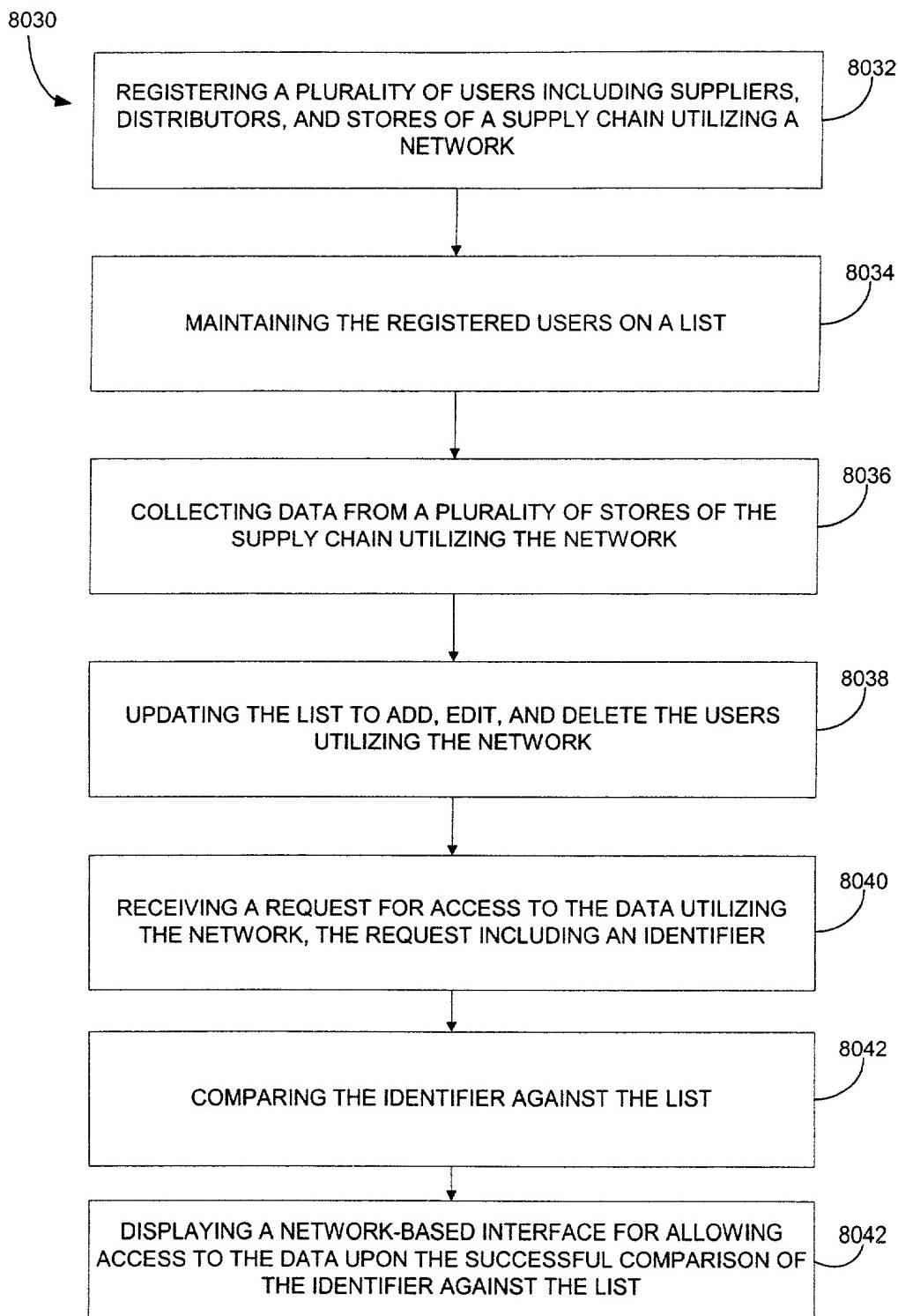


FIG. 80

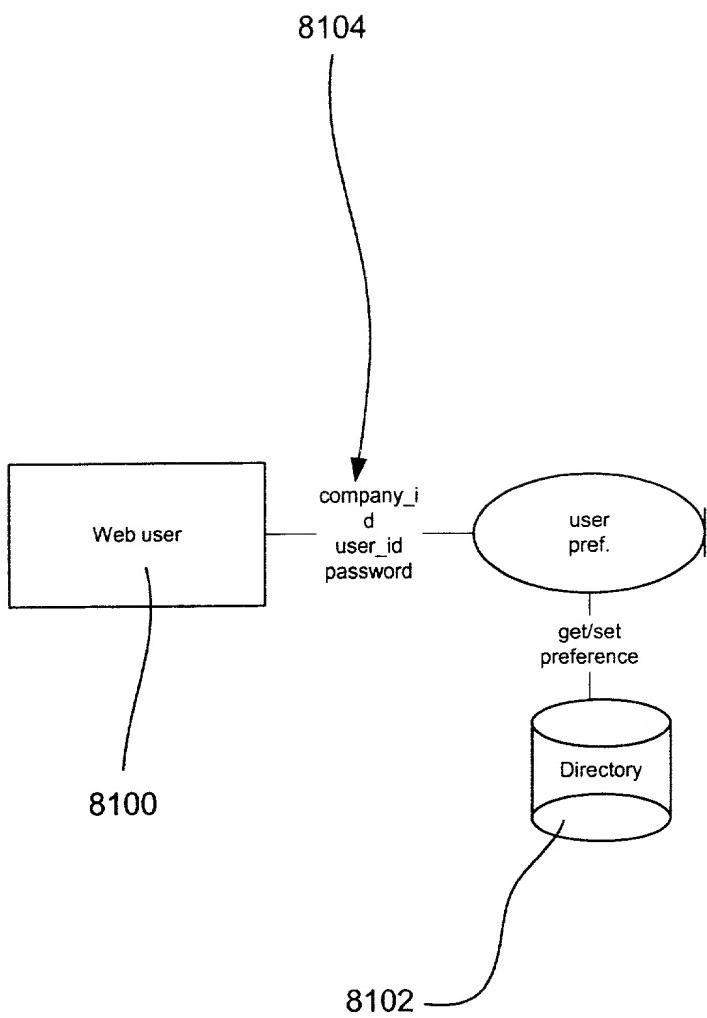


Fig. 81

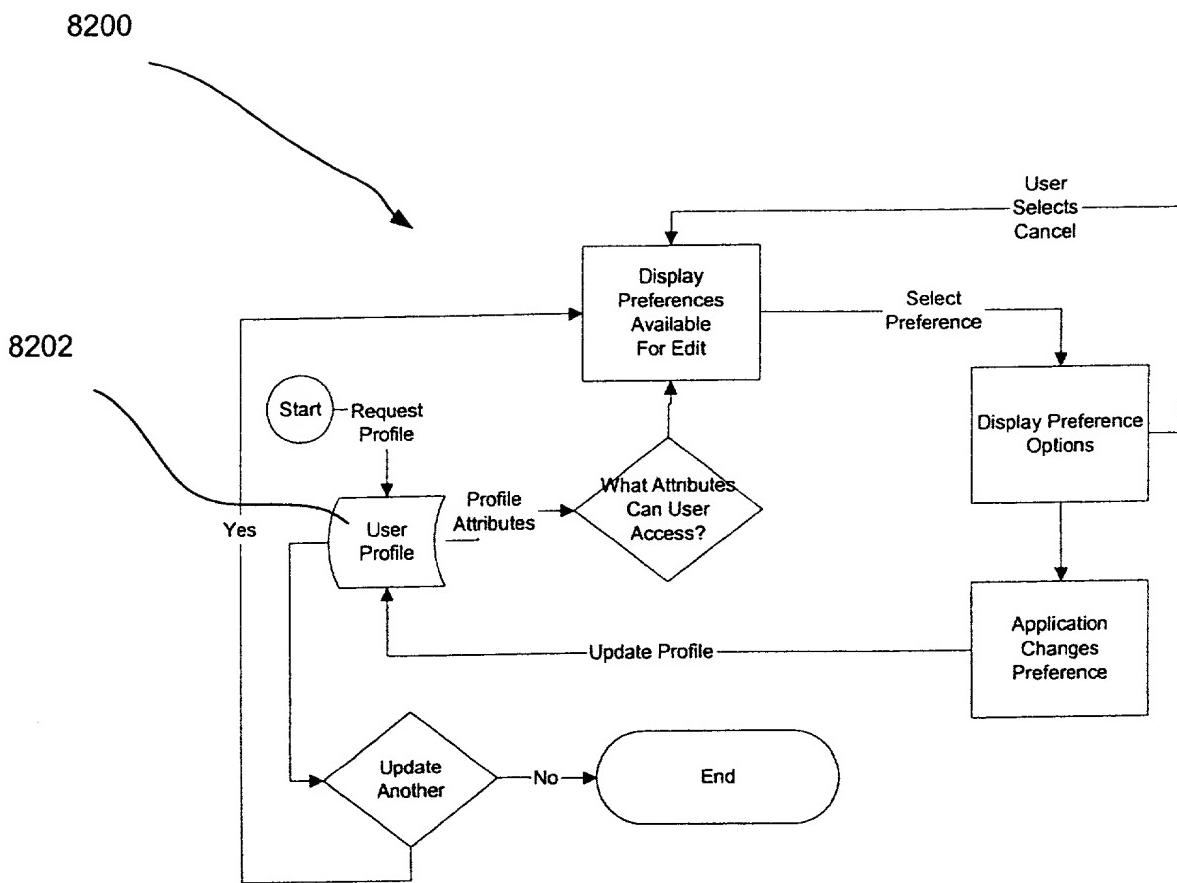


Fig. 82

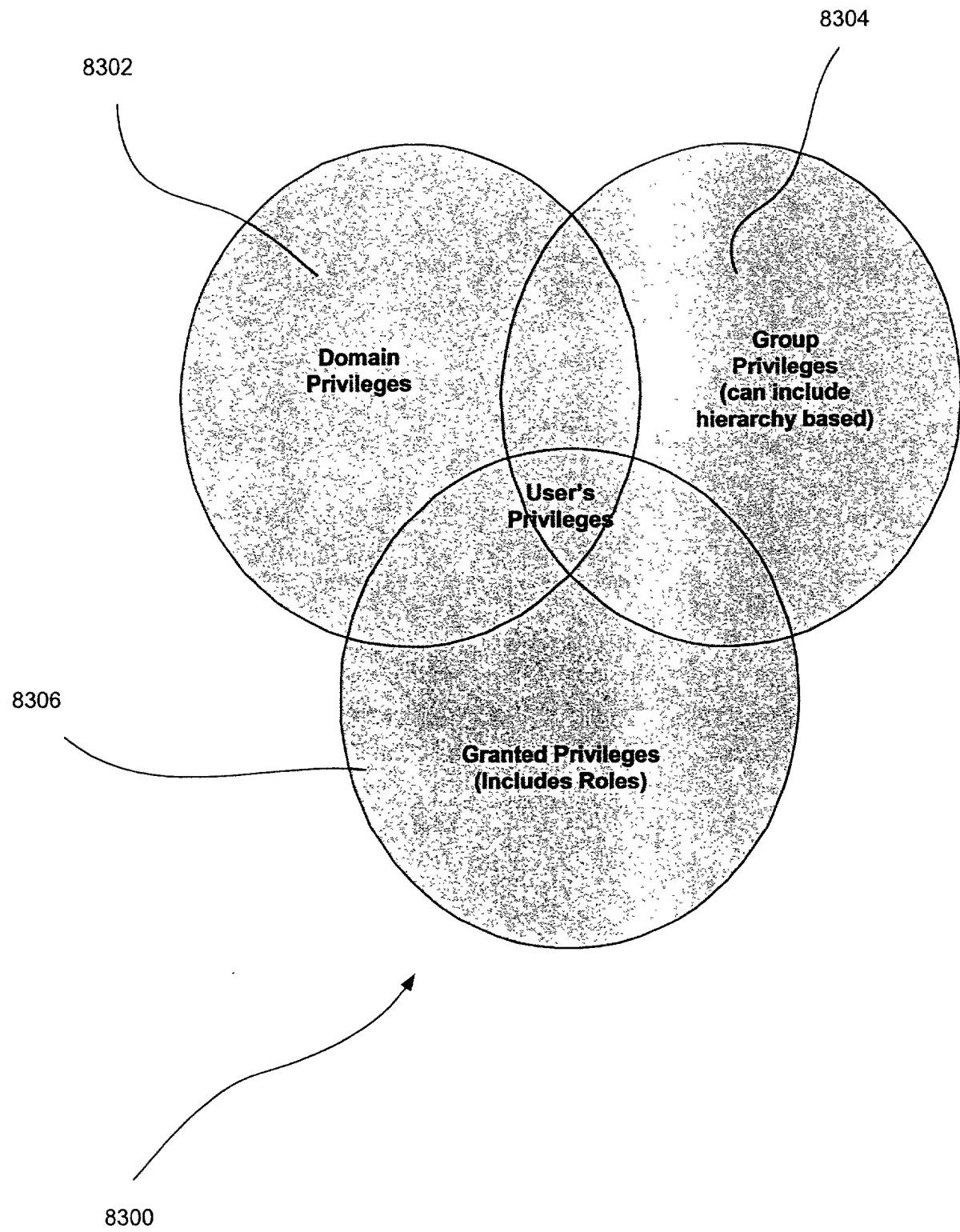


Fig. 83

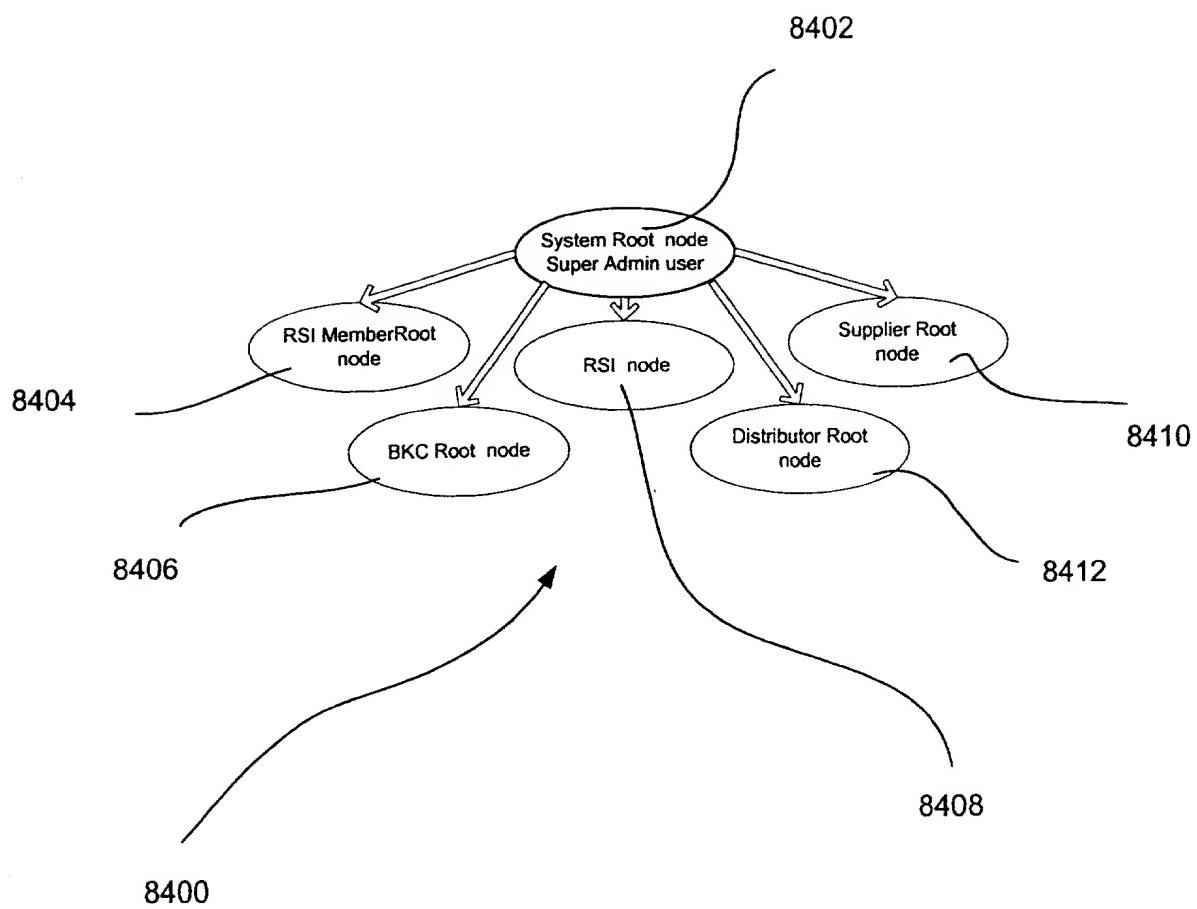


Fig. 84

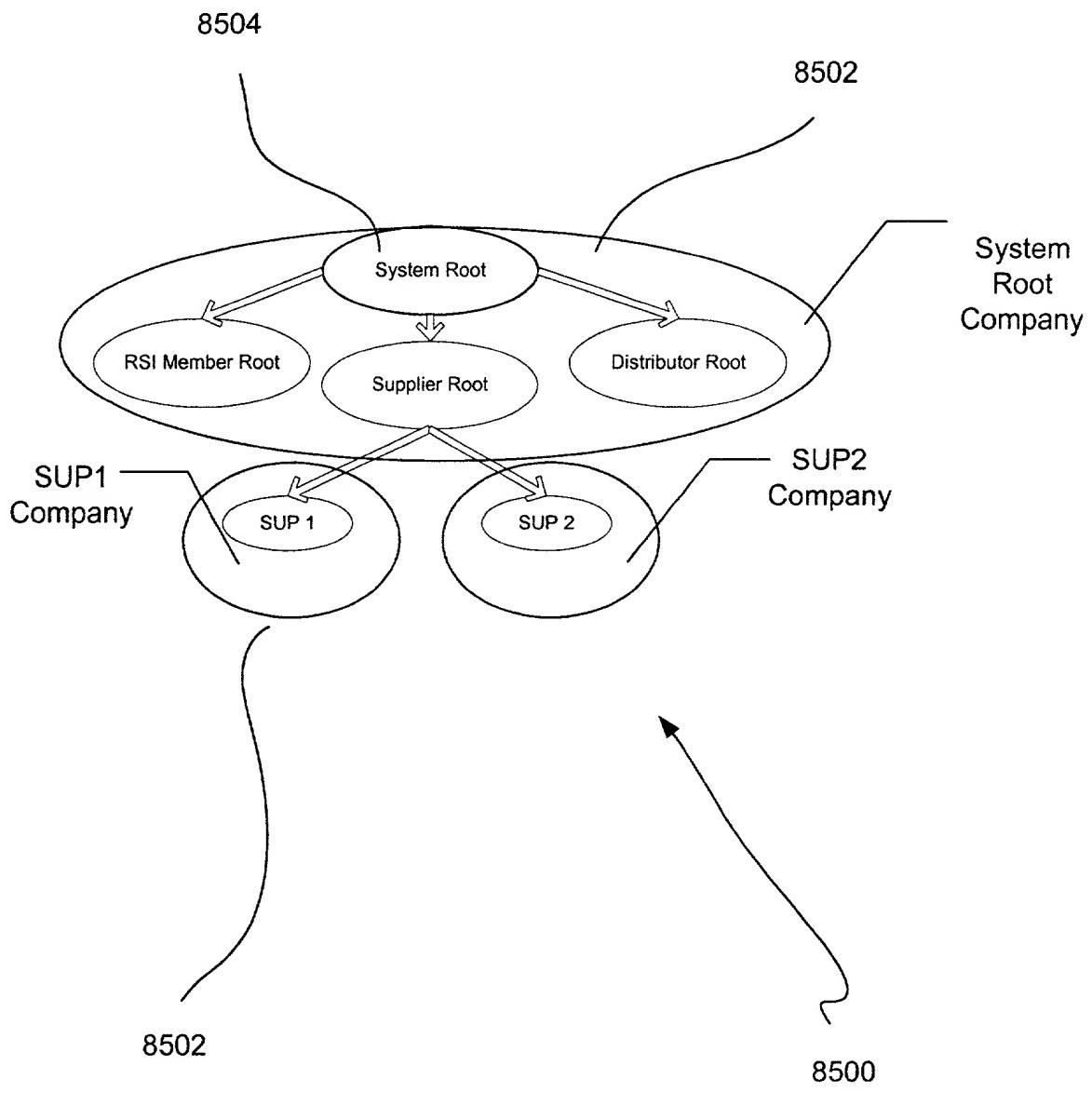


Fig. 85

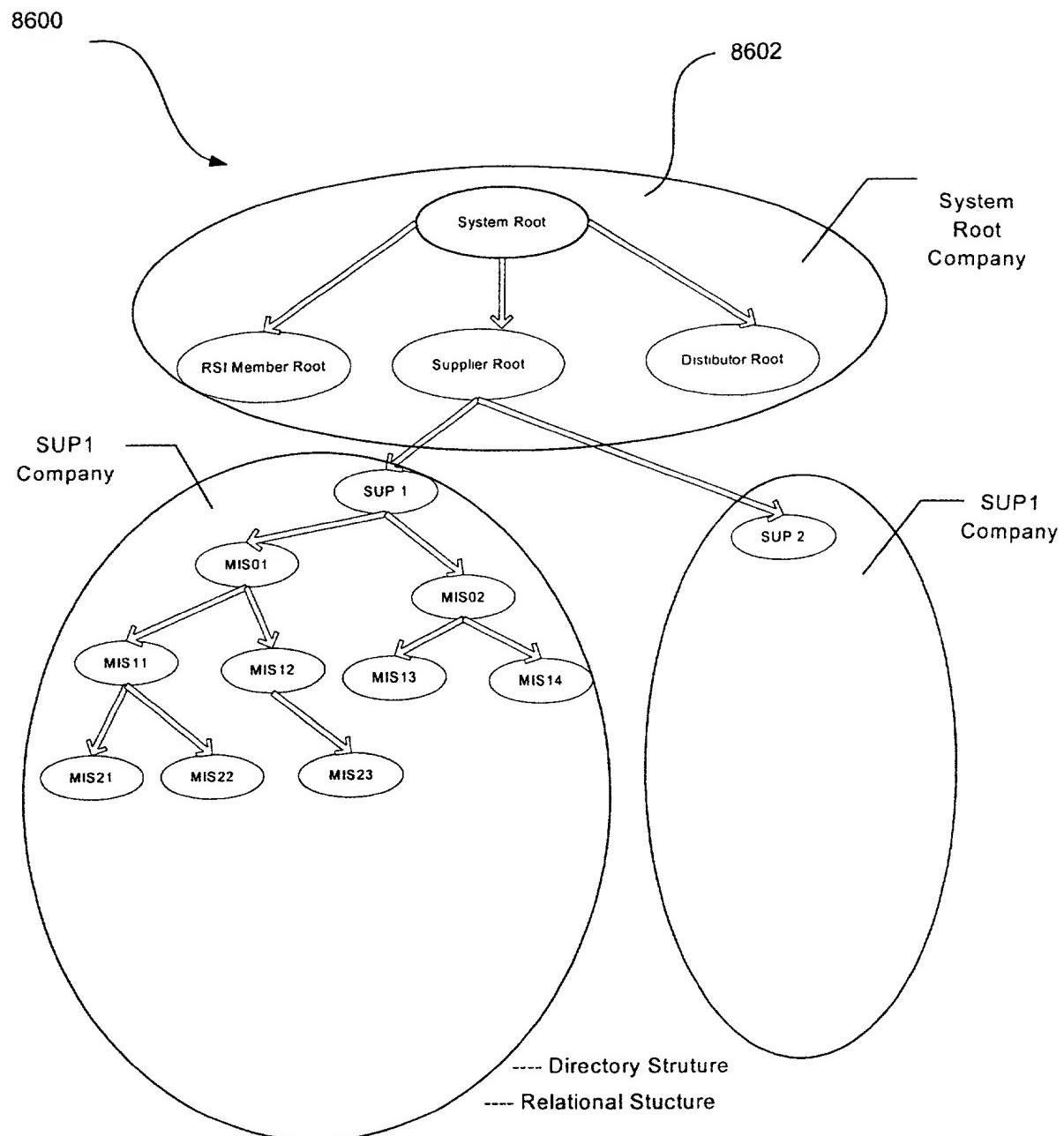
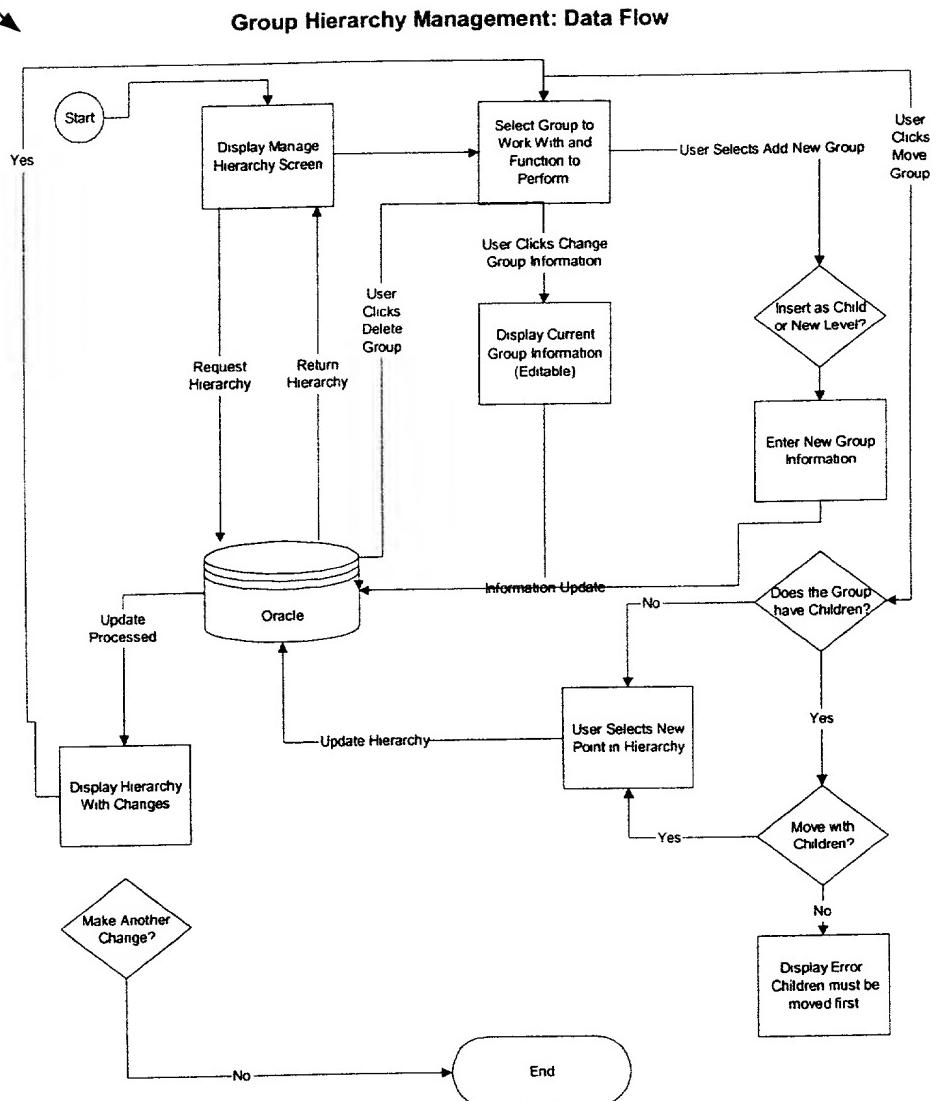


Fig. 86

8700

**Fig. 87**

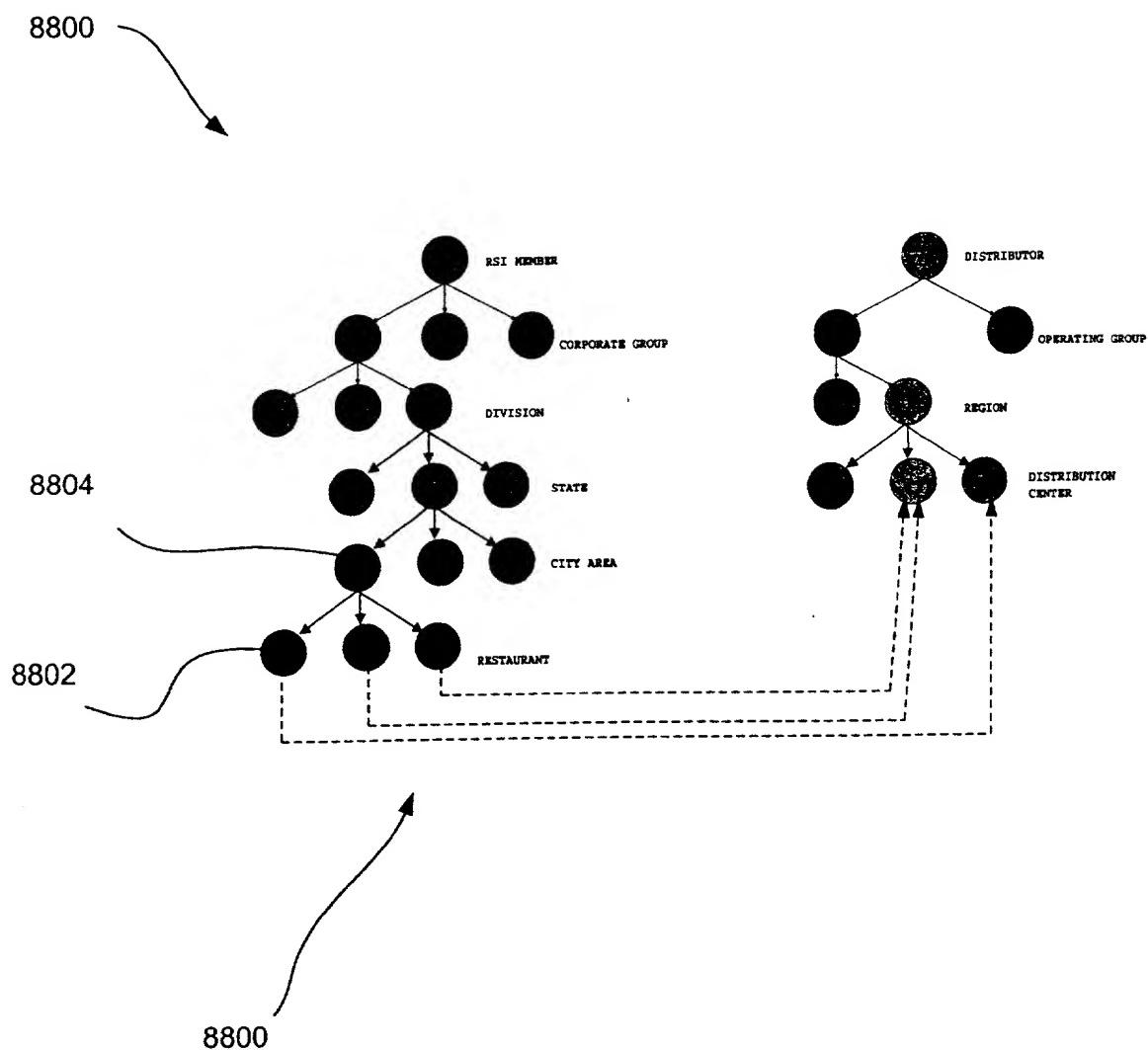


Fig. 88

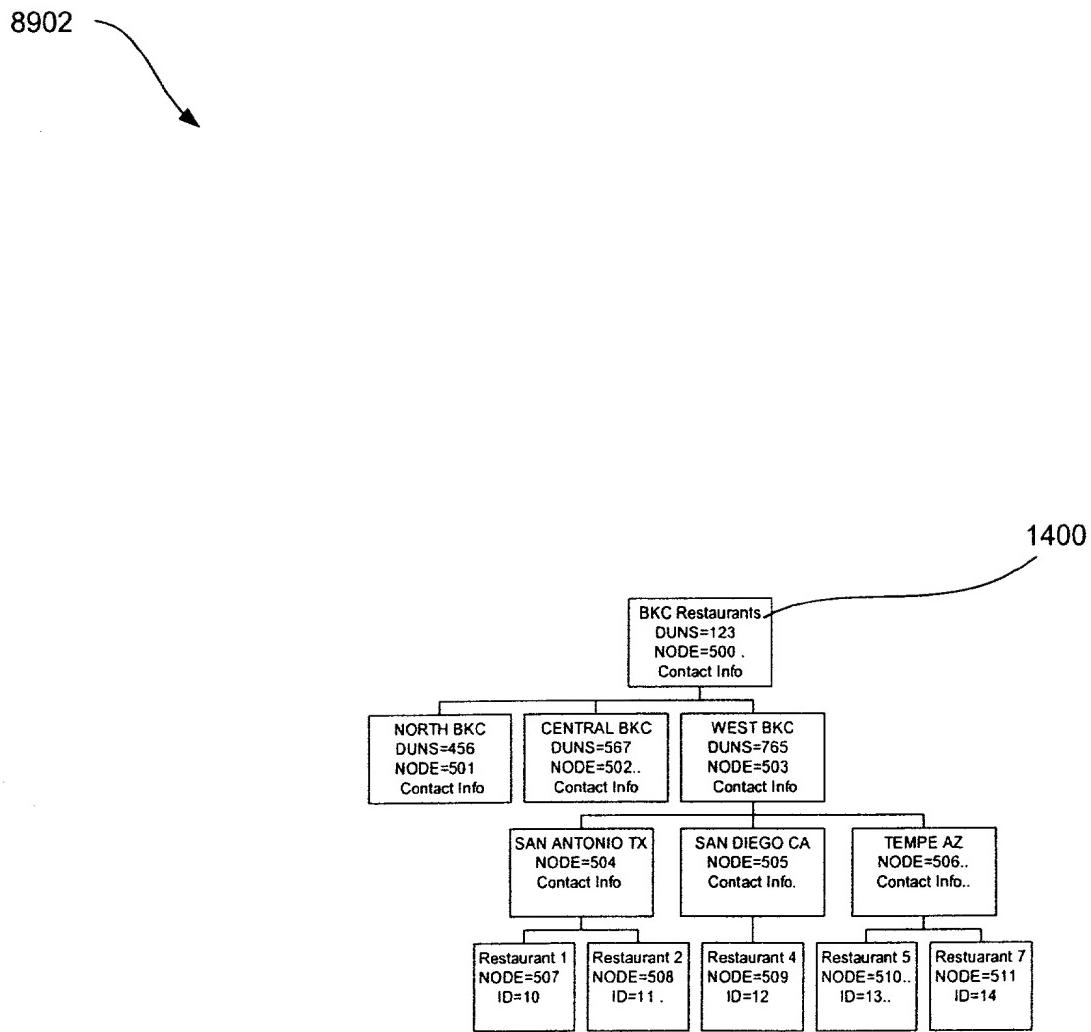


Fig. 89

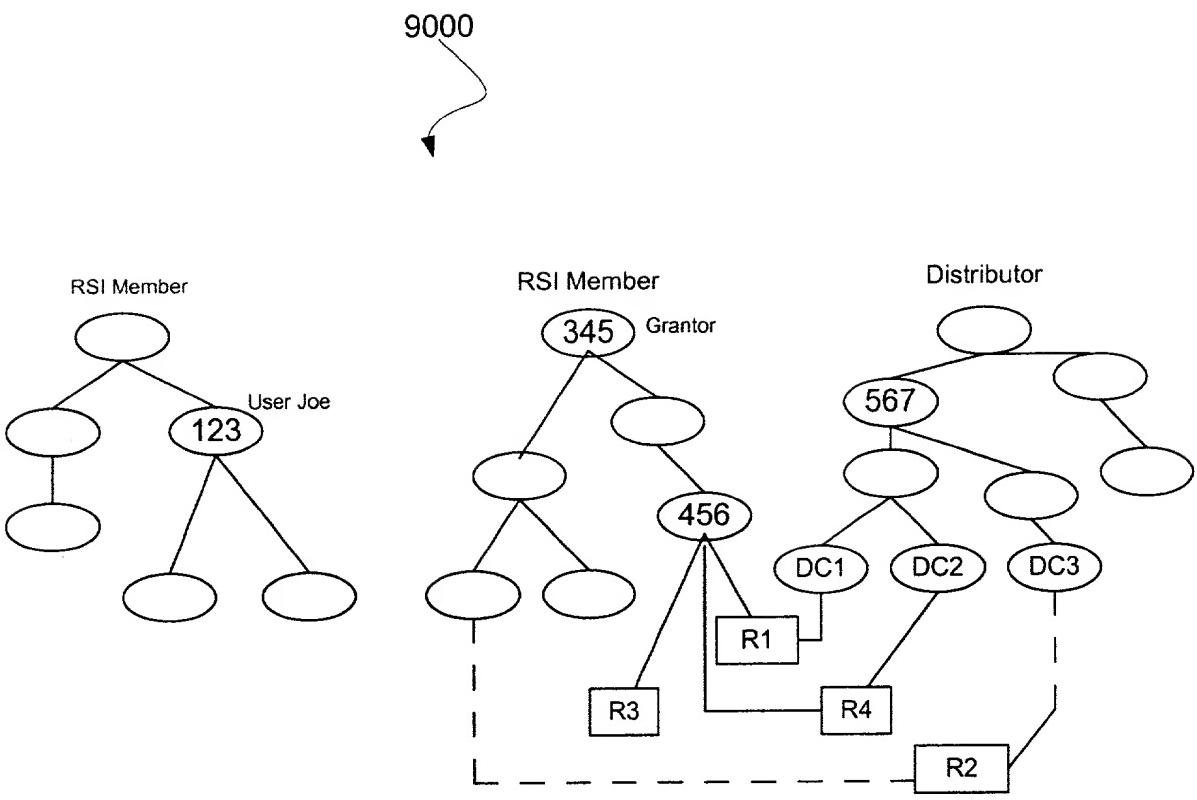


FIG. 90

9100

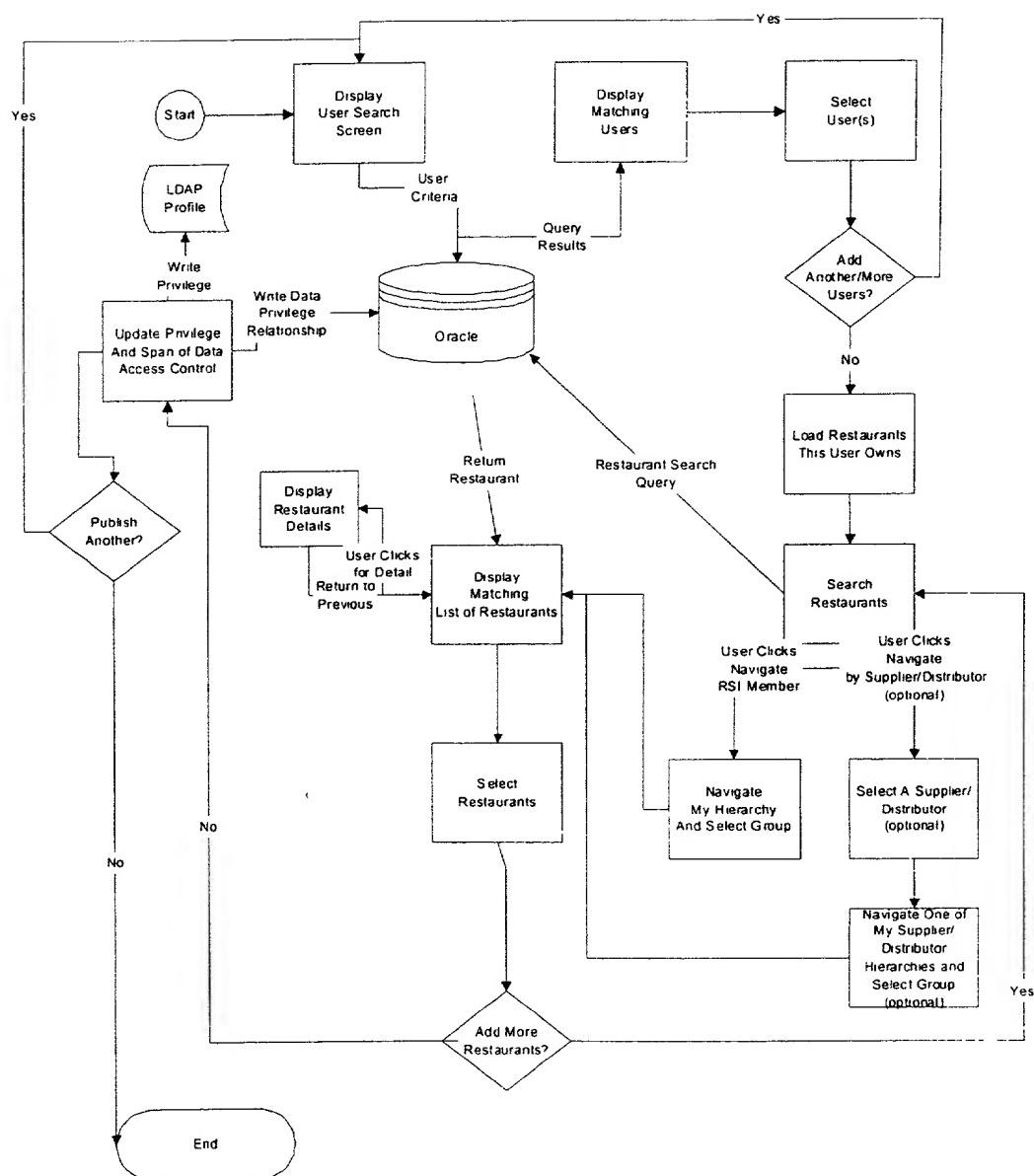


Fig. 91

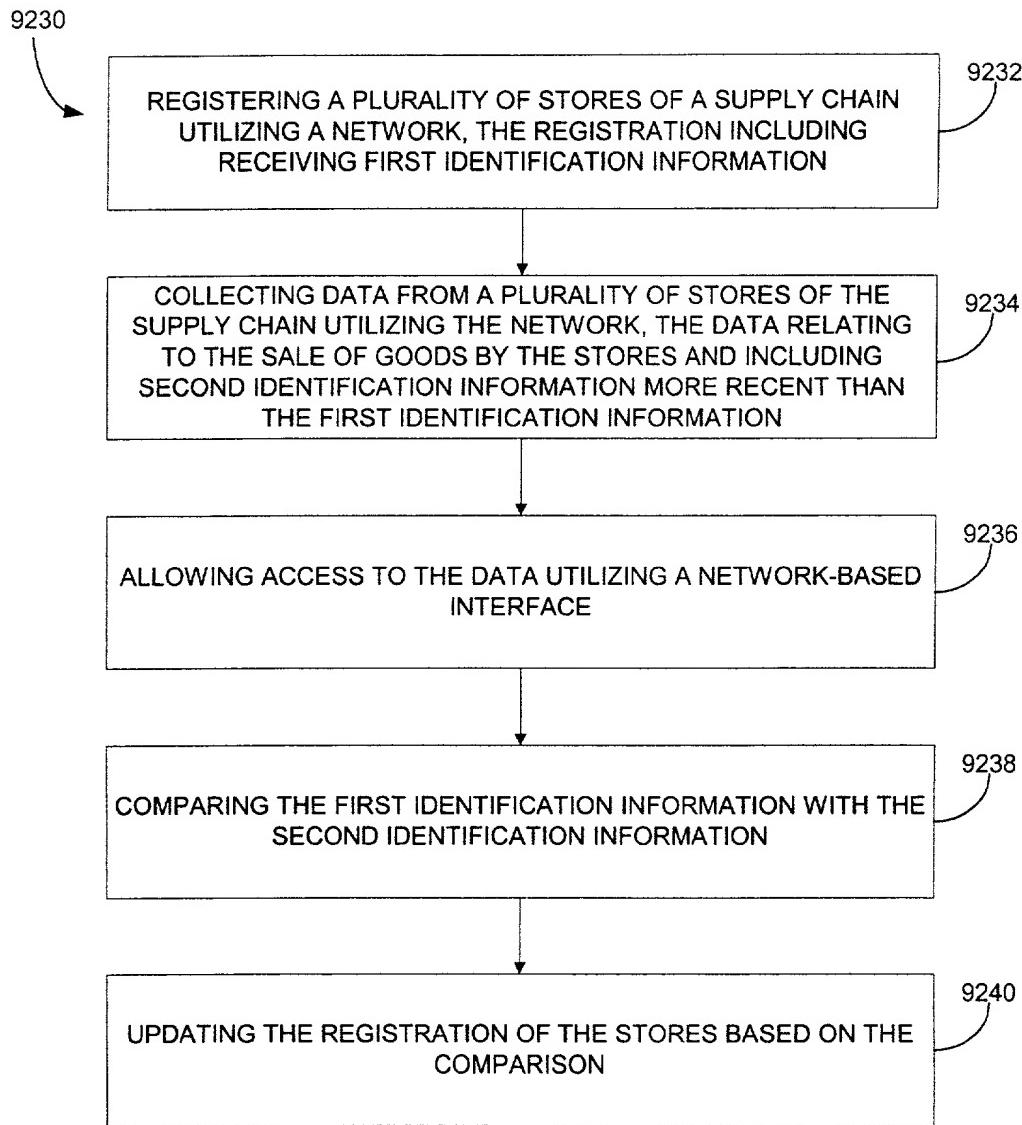


FIG. 92

0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0

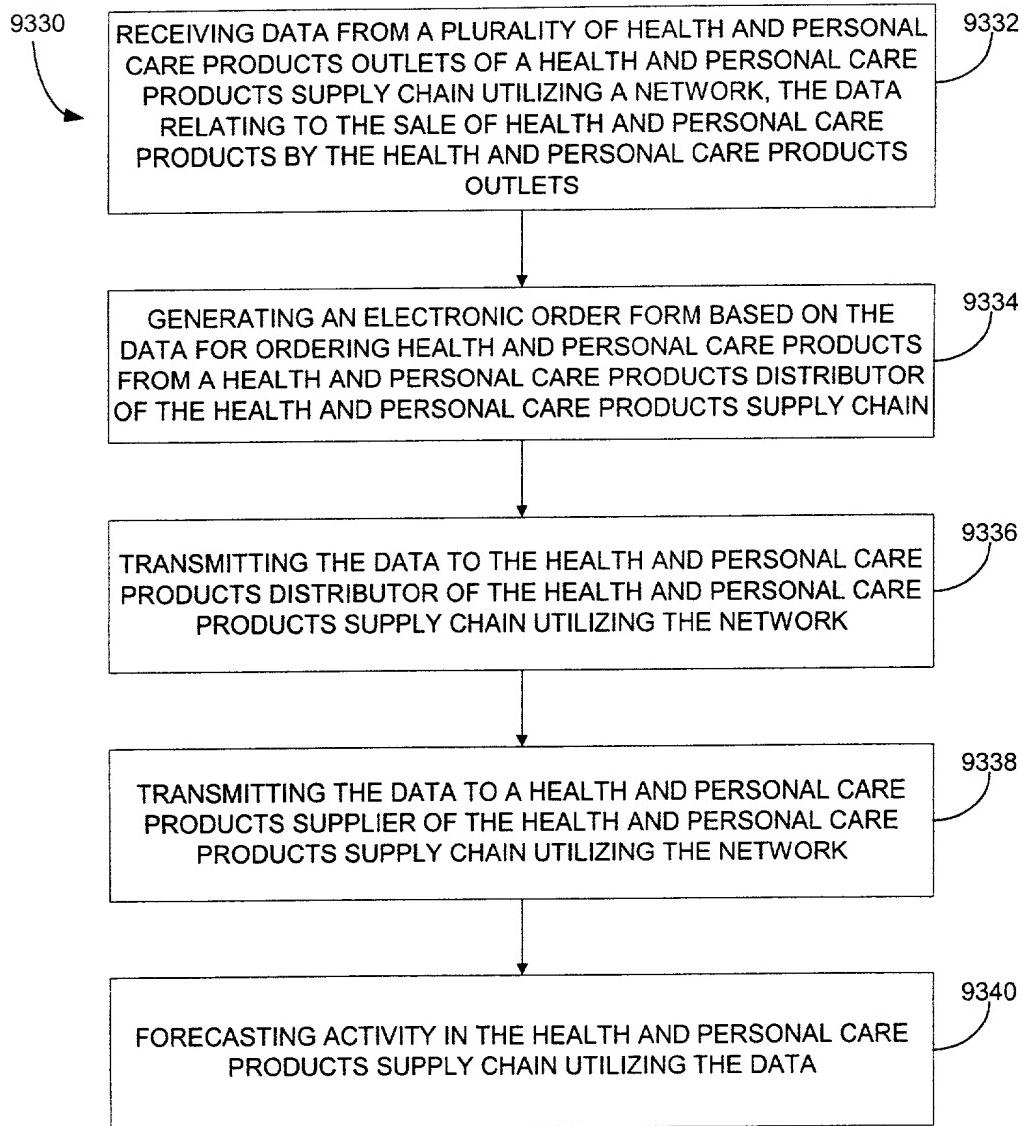


FIG. 93

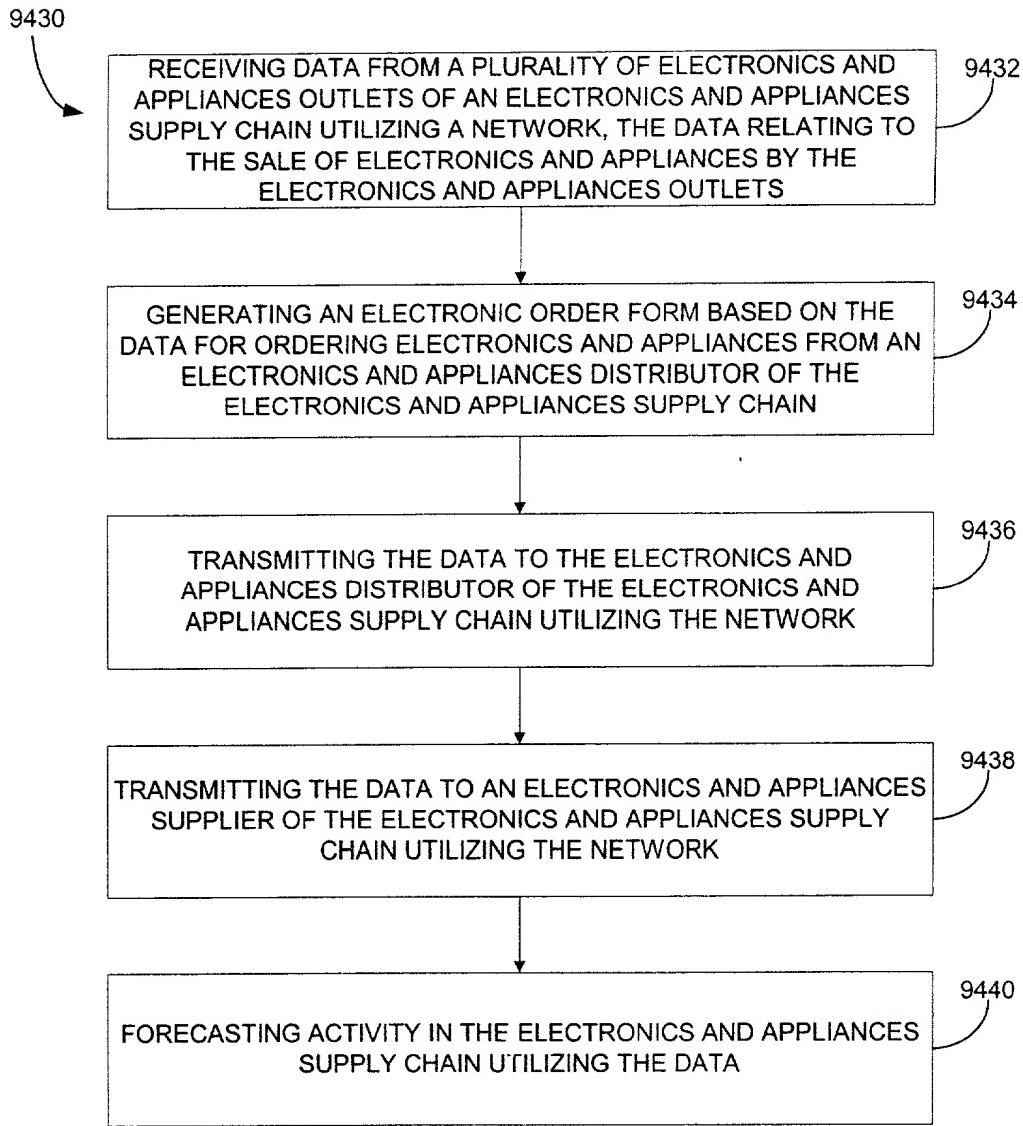


FIG. 94

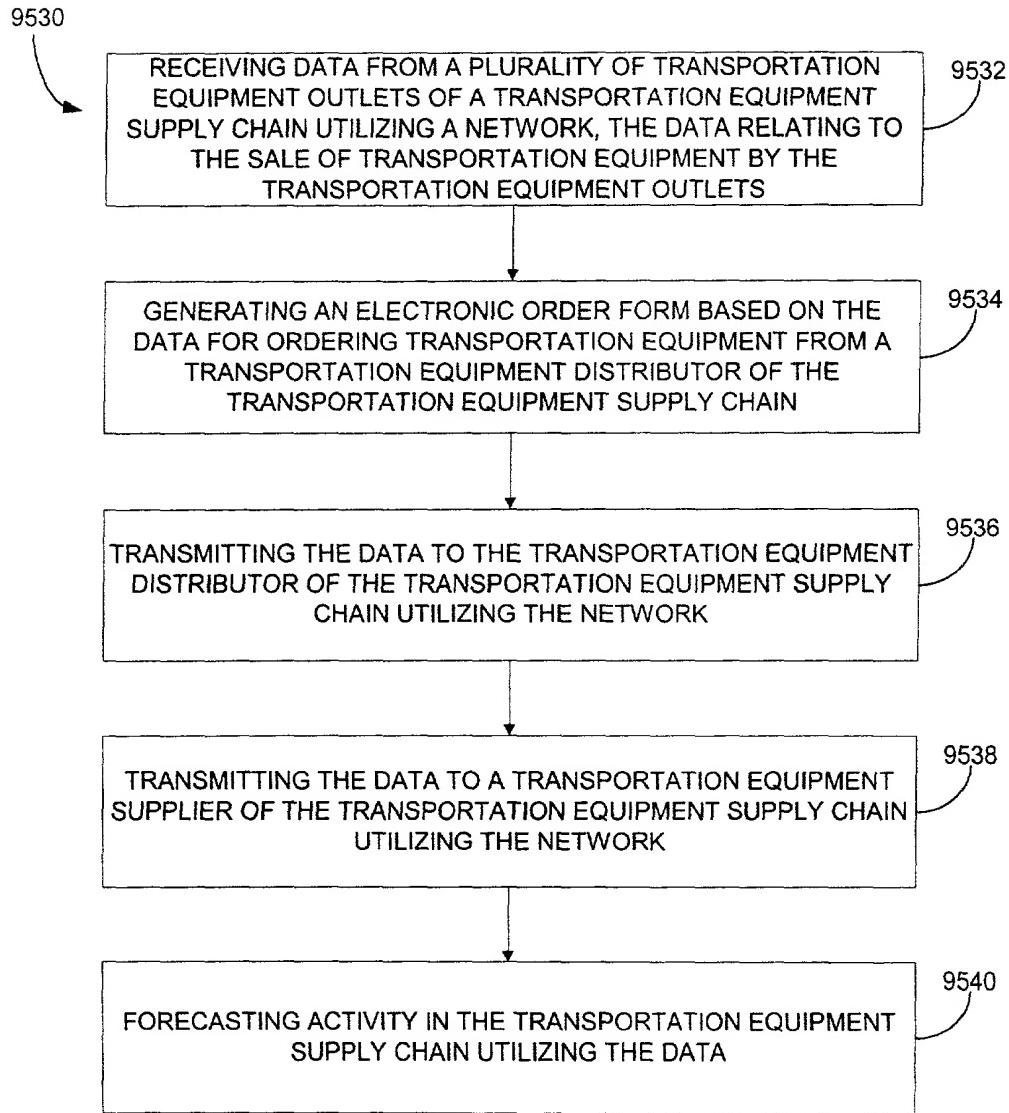


FIG. 95

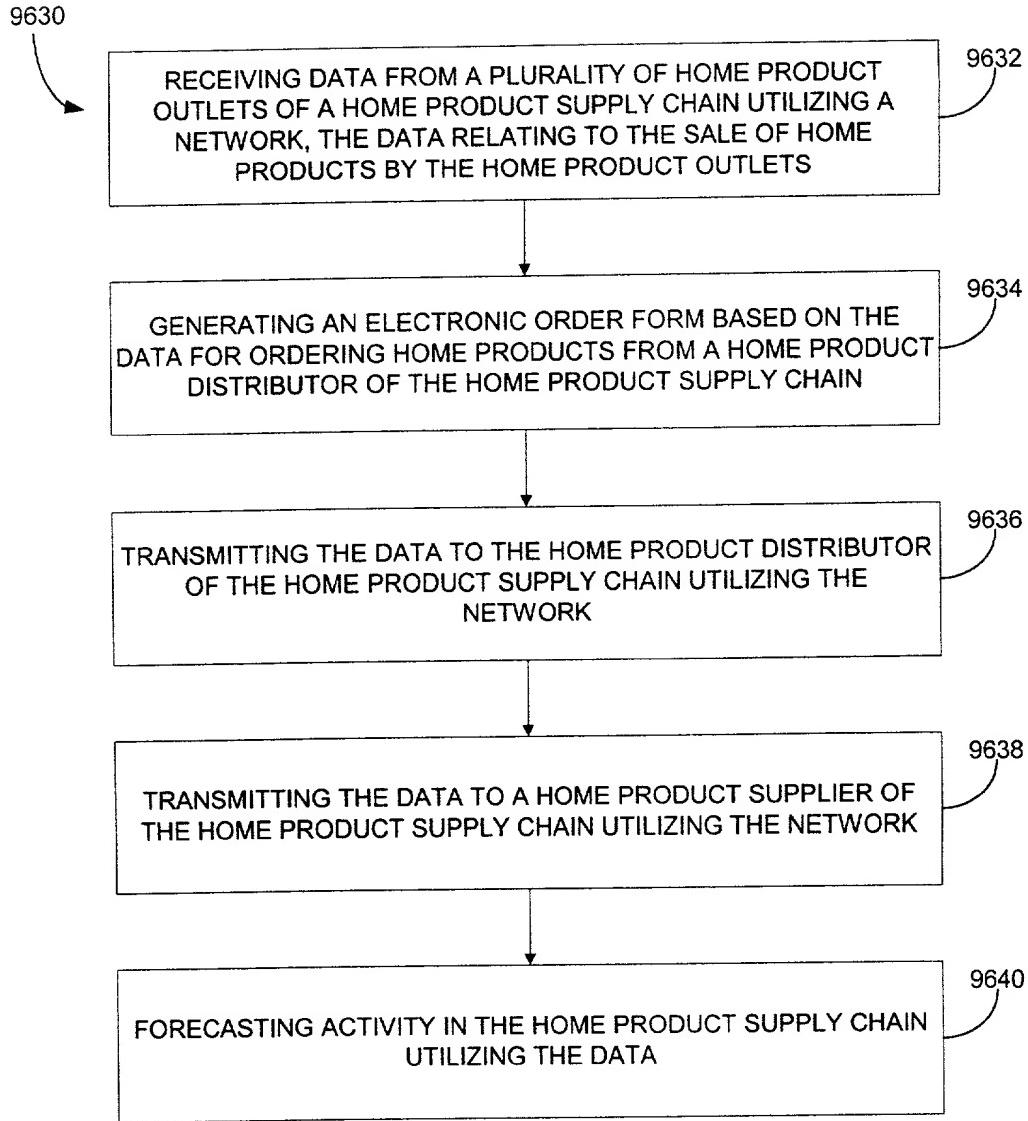


FIG. 96

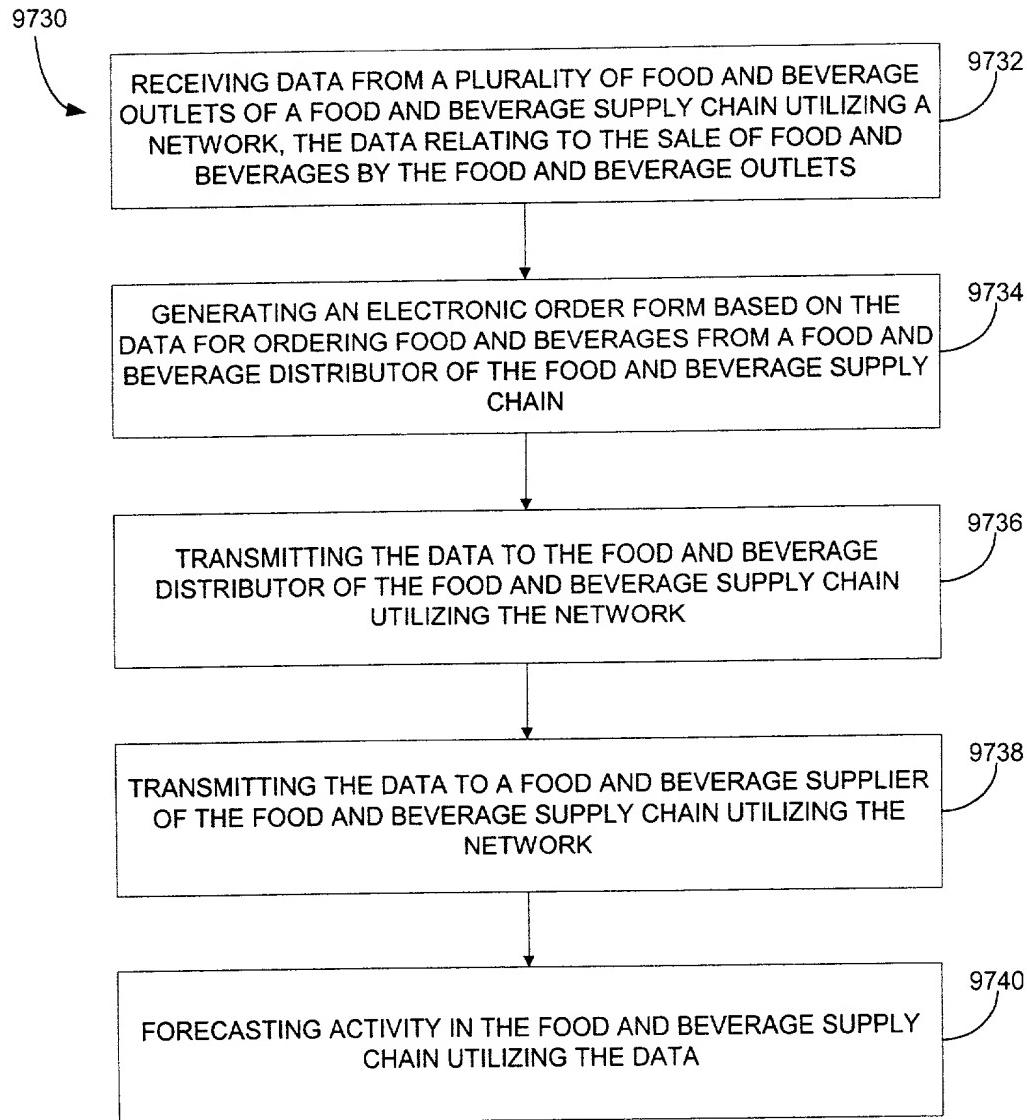


FIG. 97

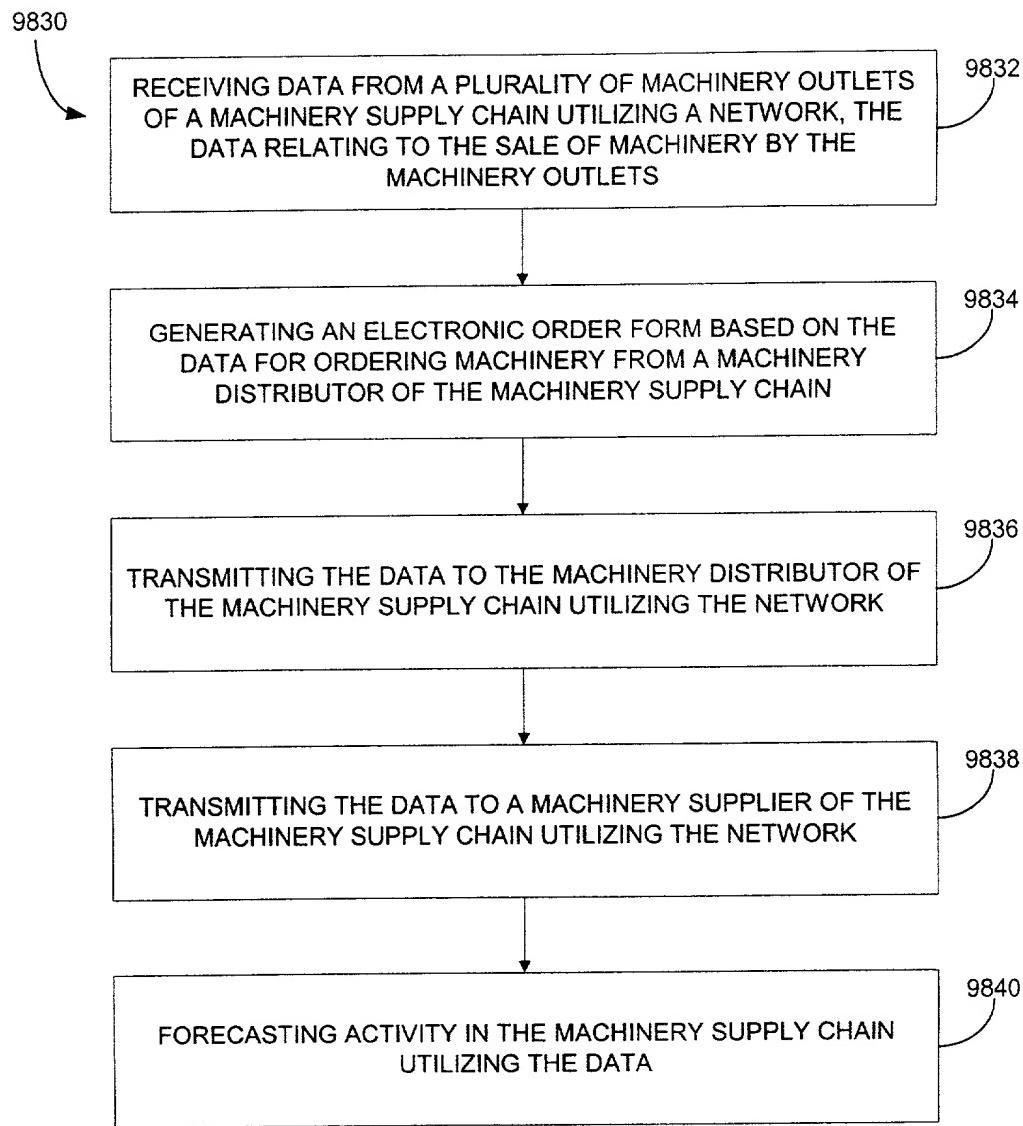


FIG. 98

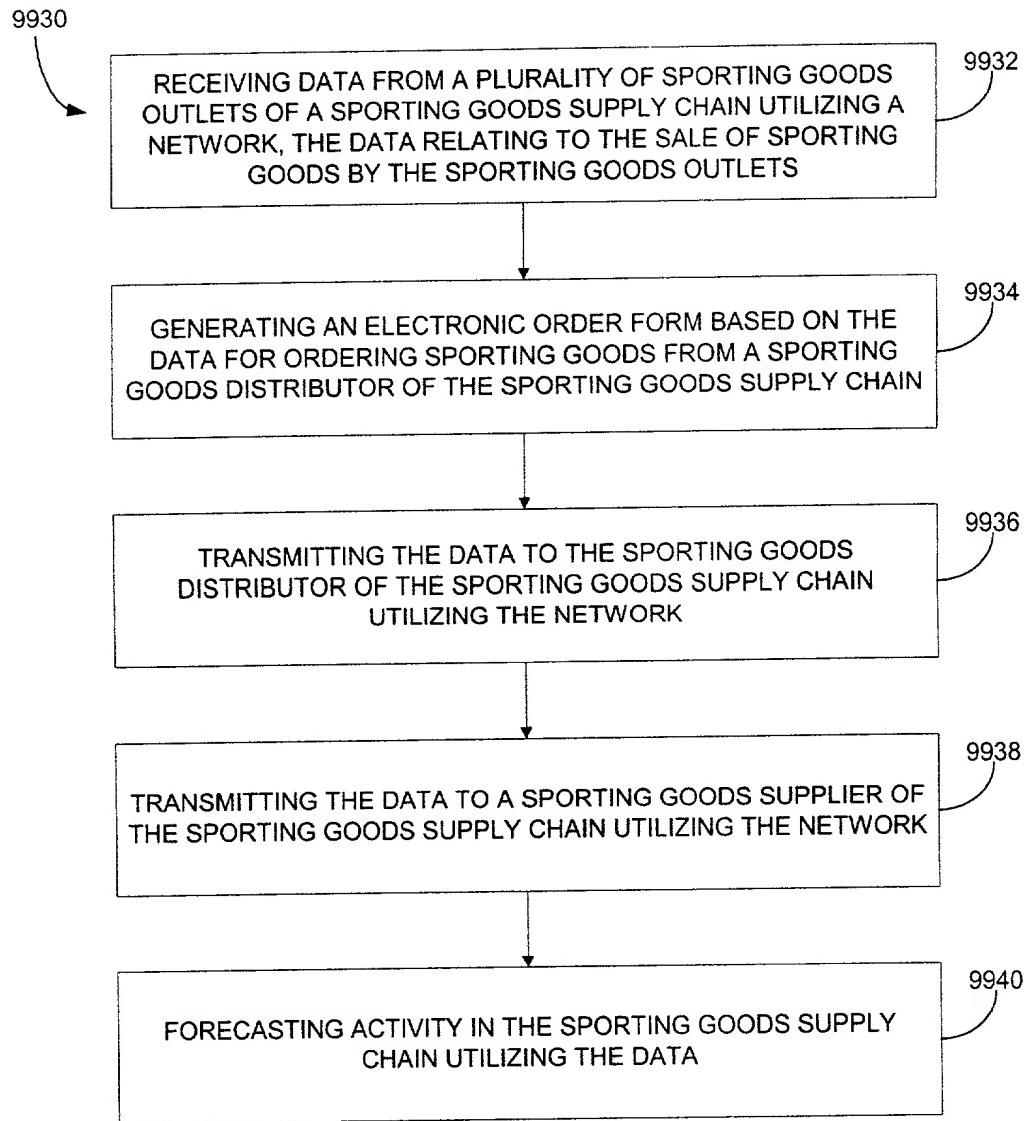


FIG. 99

00000000000000000000000000000000

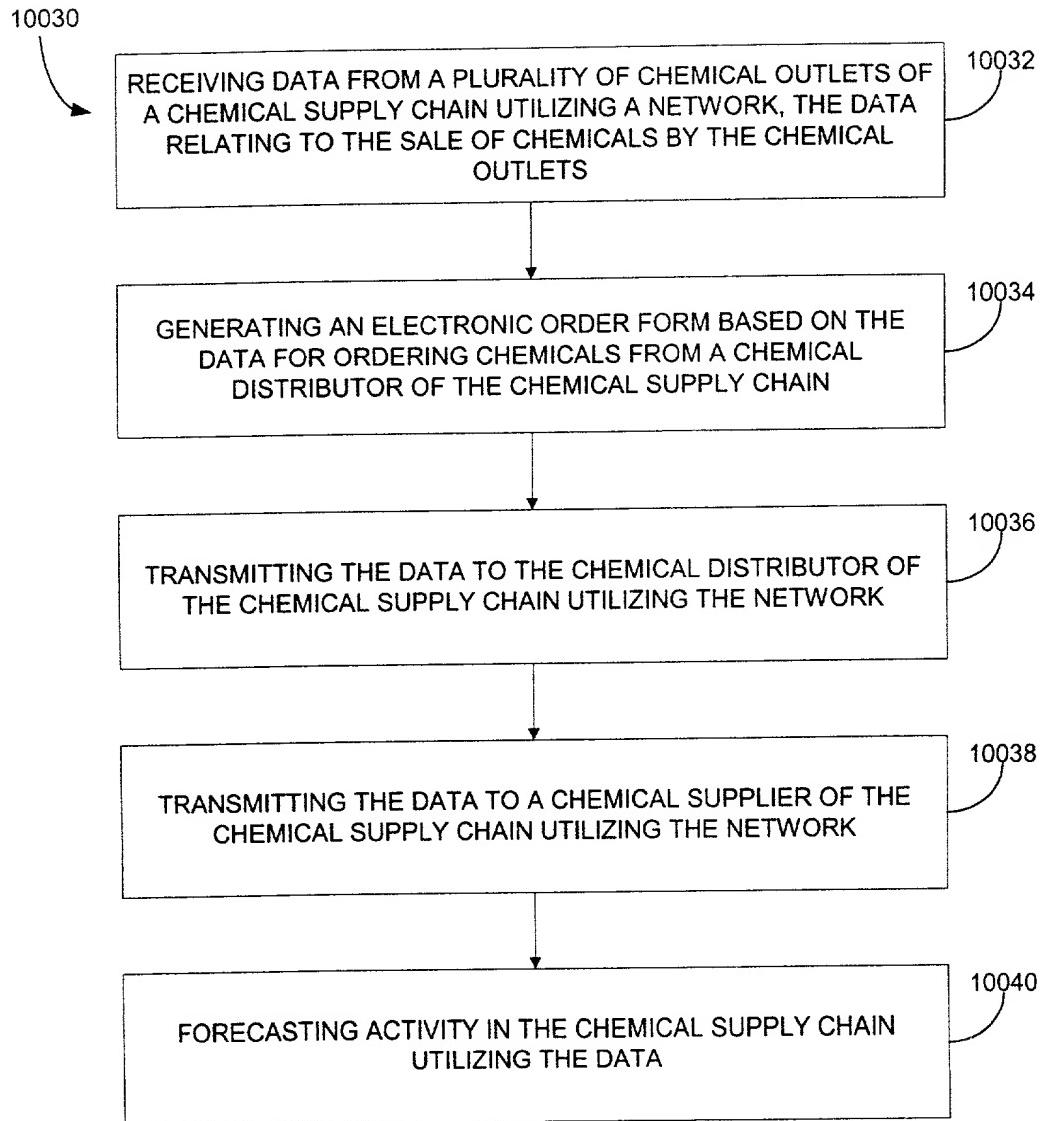


FIG. 100

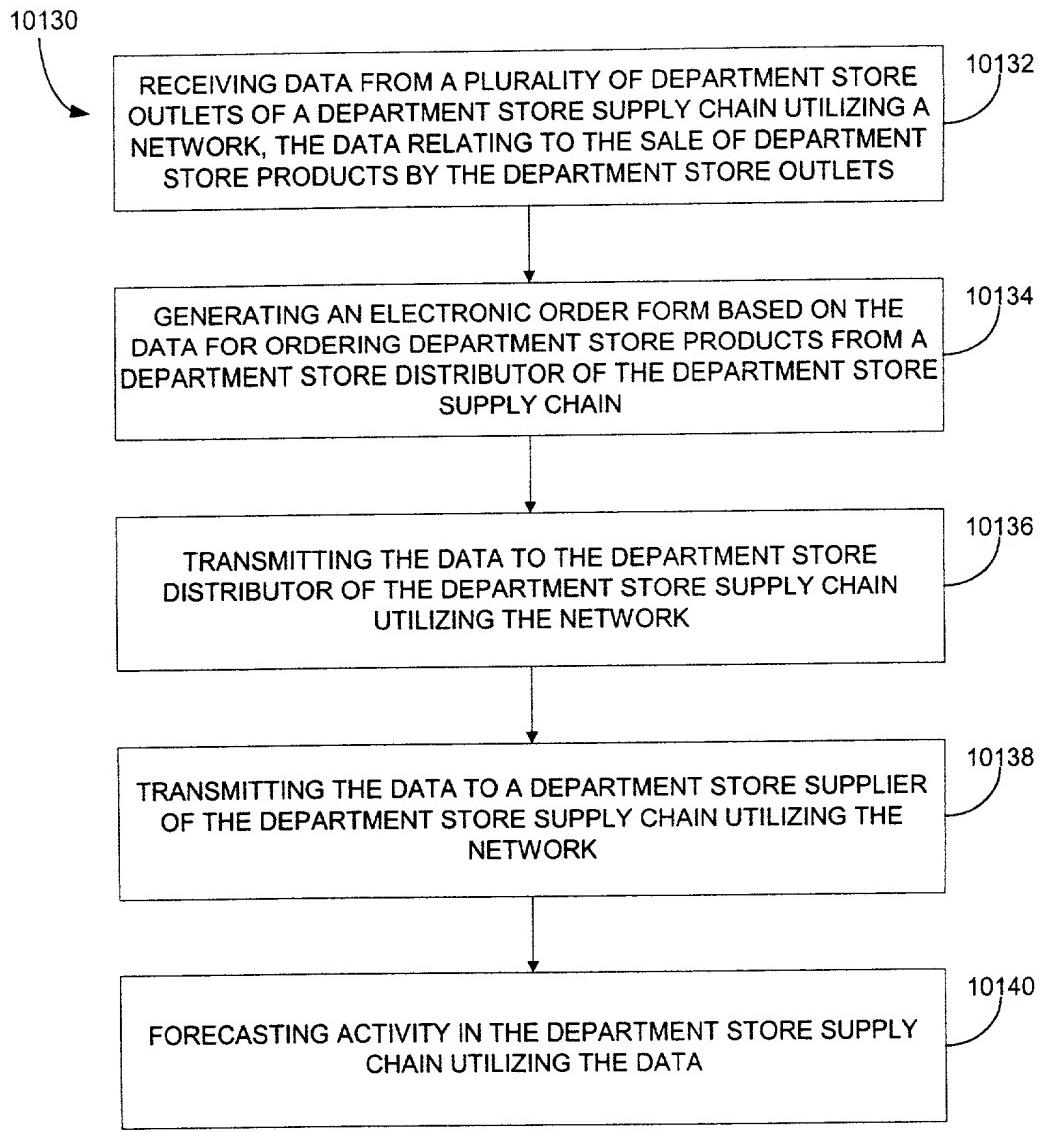


FIG. 101

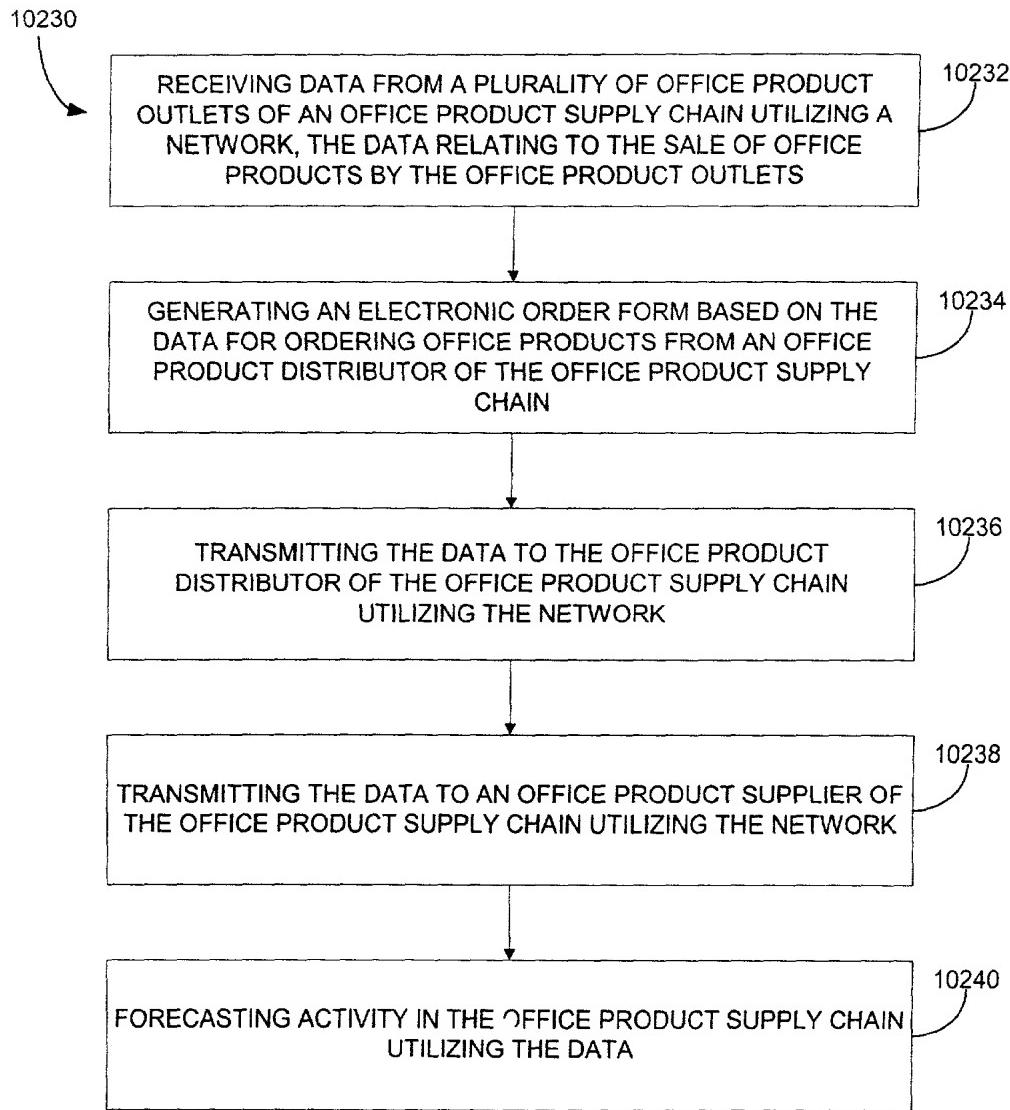


FIG. 102A

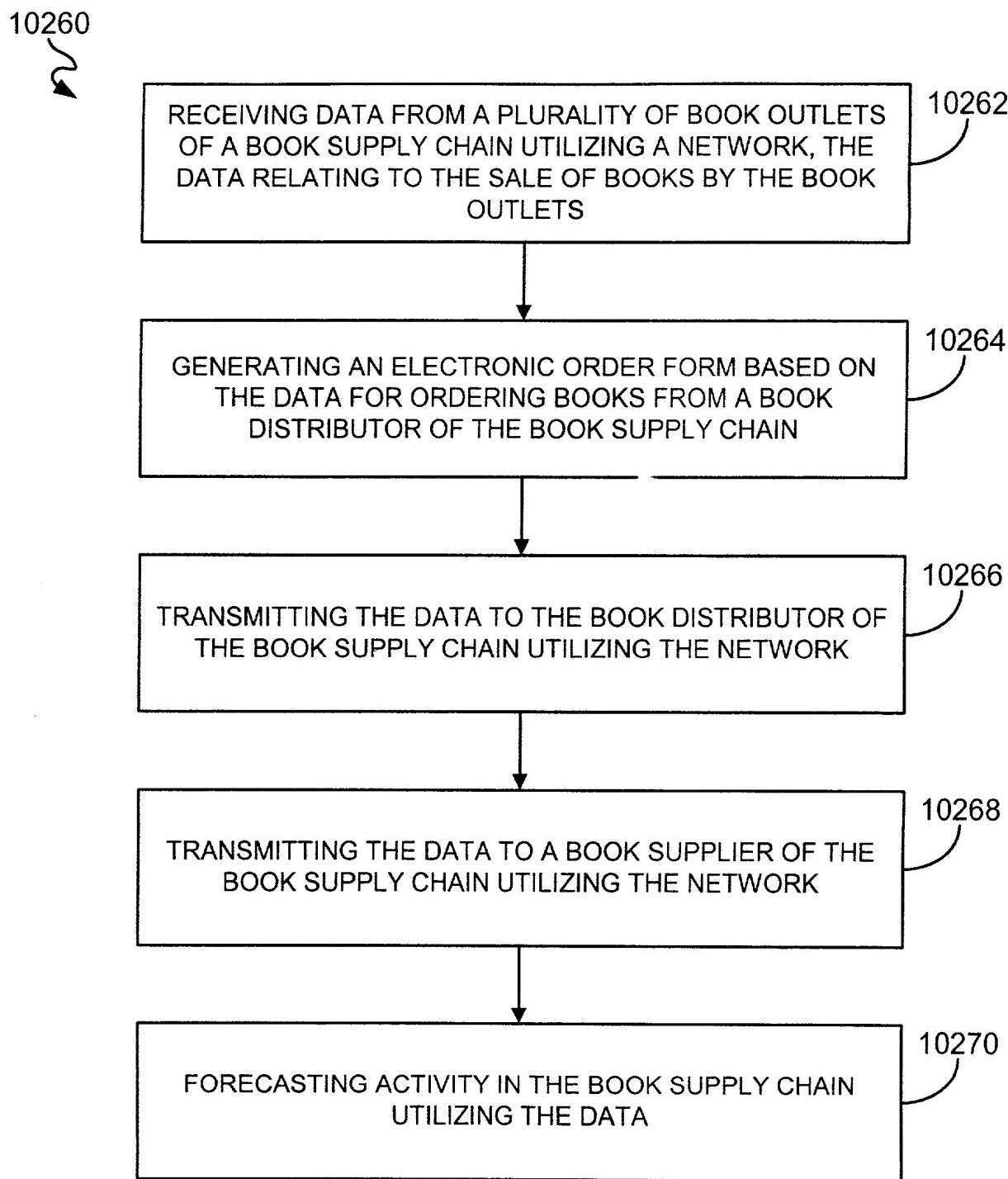


FIG. 102B

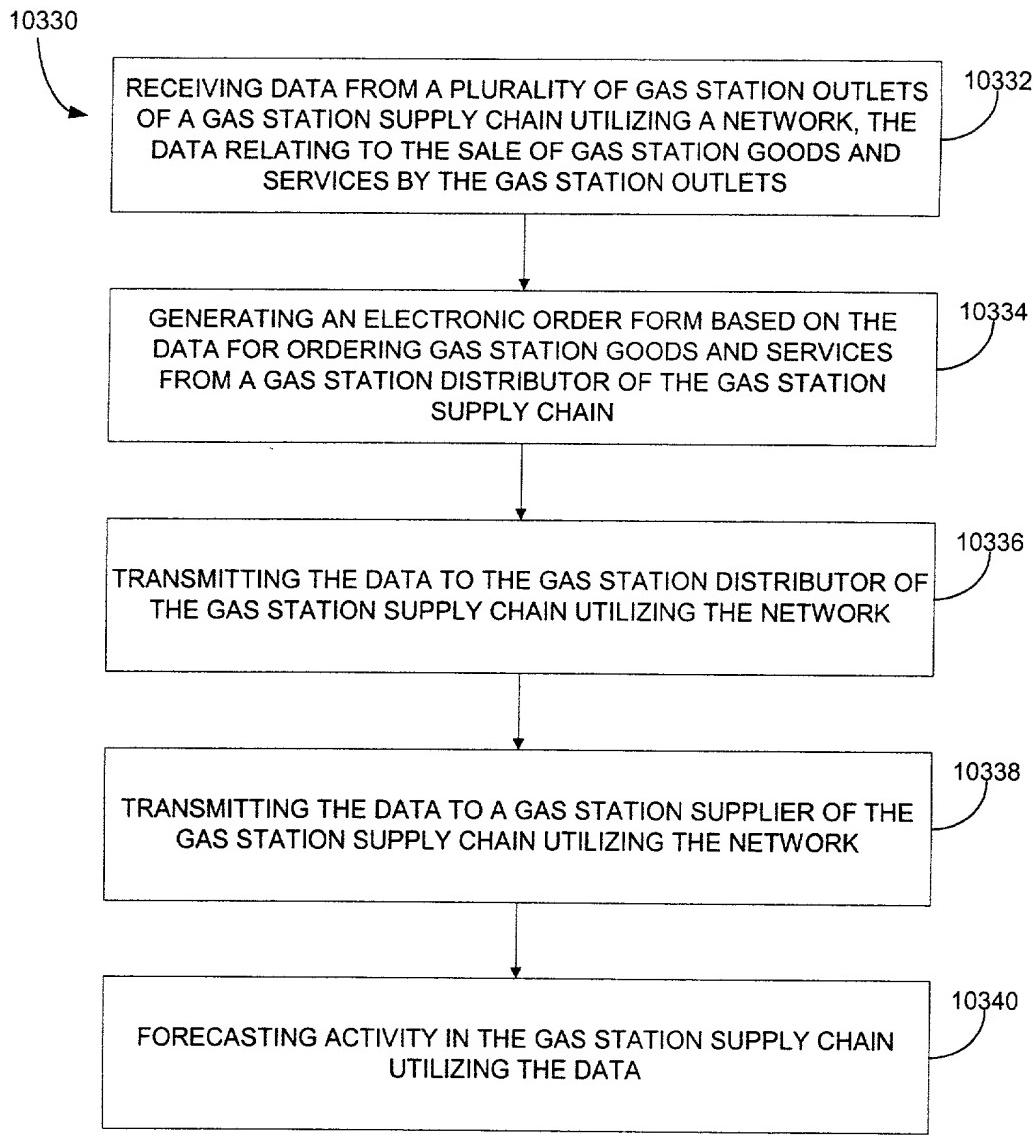


FIG. 103

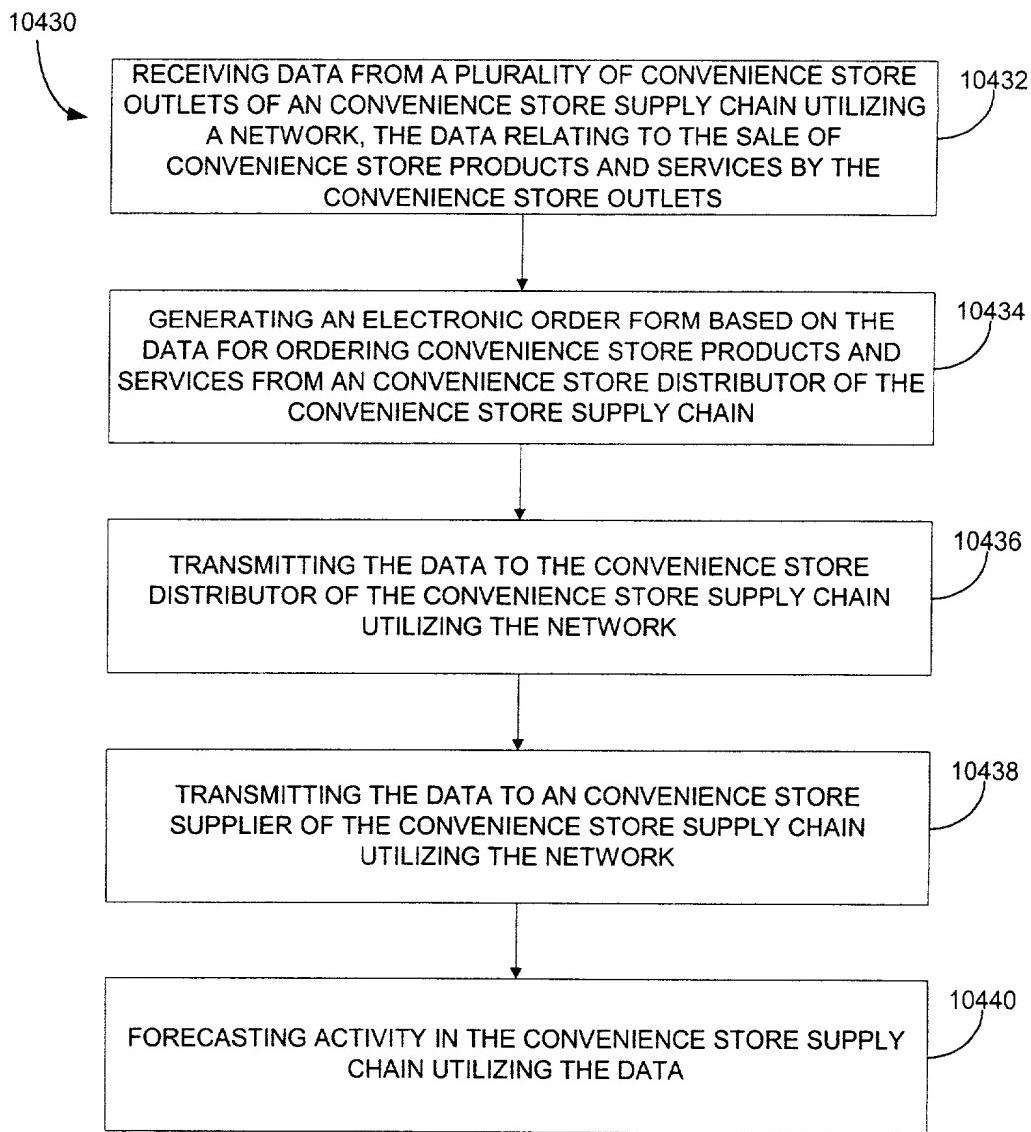


FIG. 104A

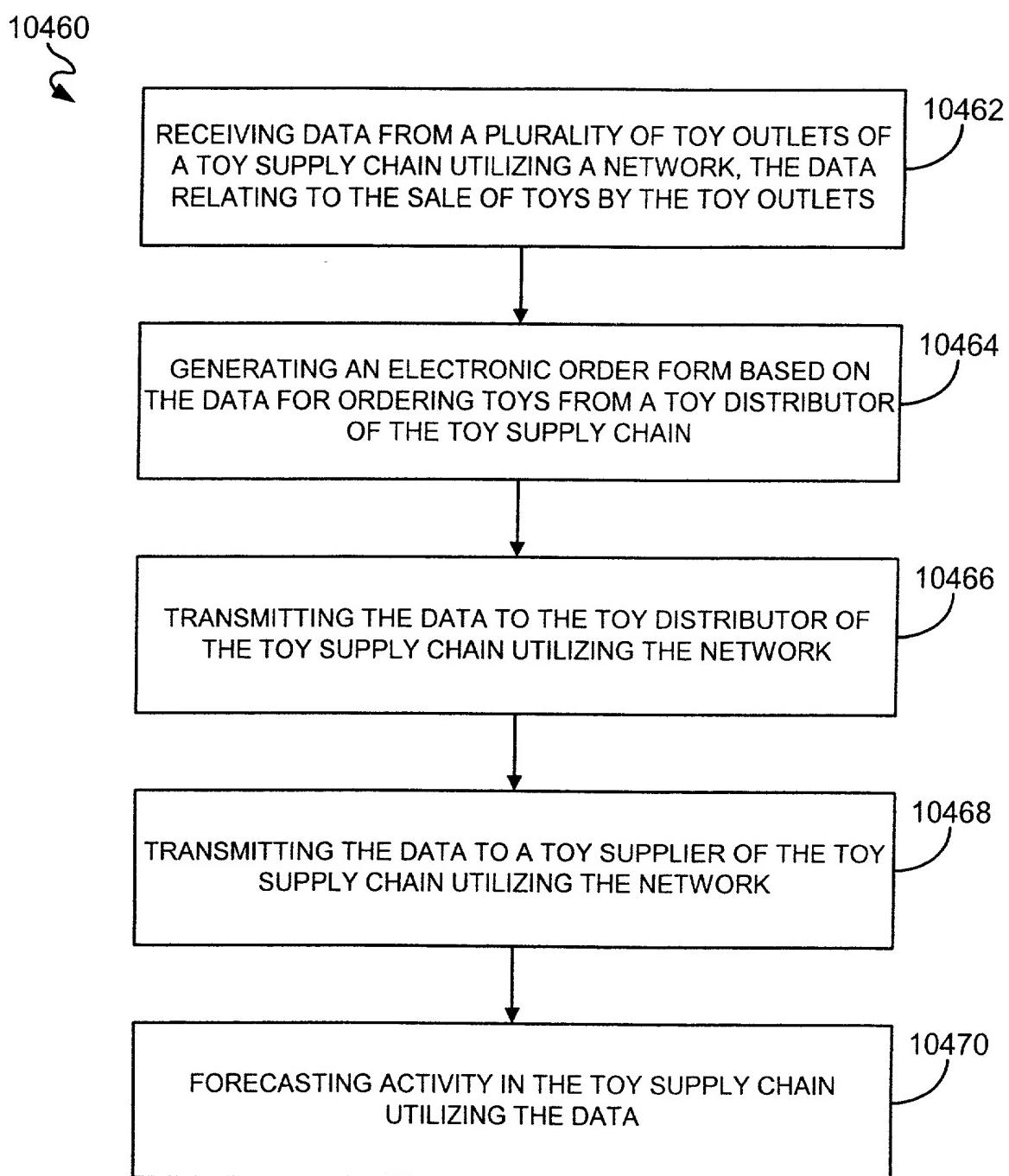


FIG. 104B

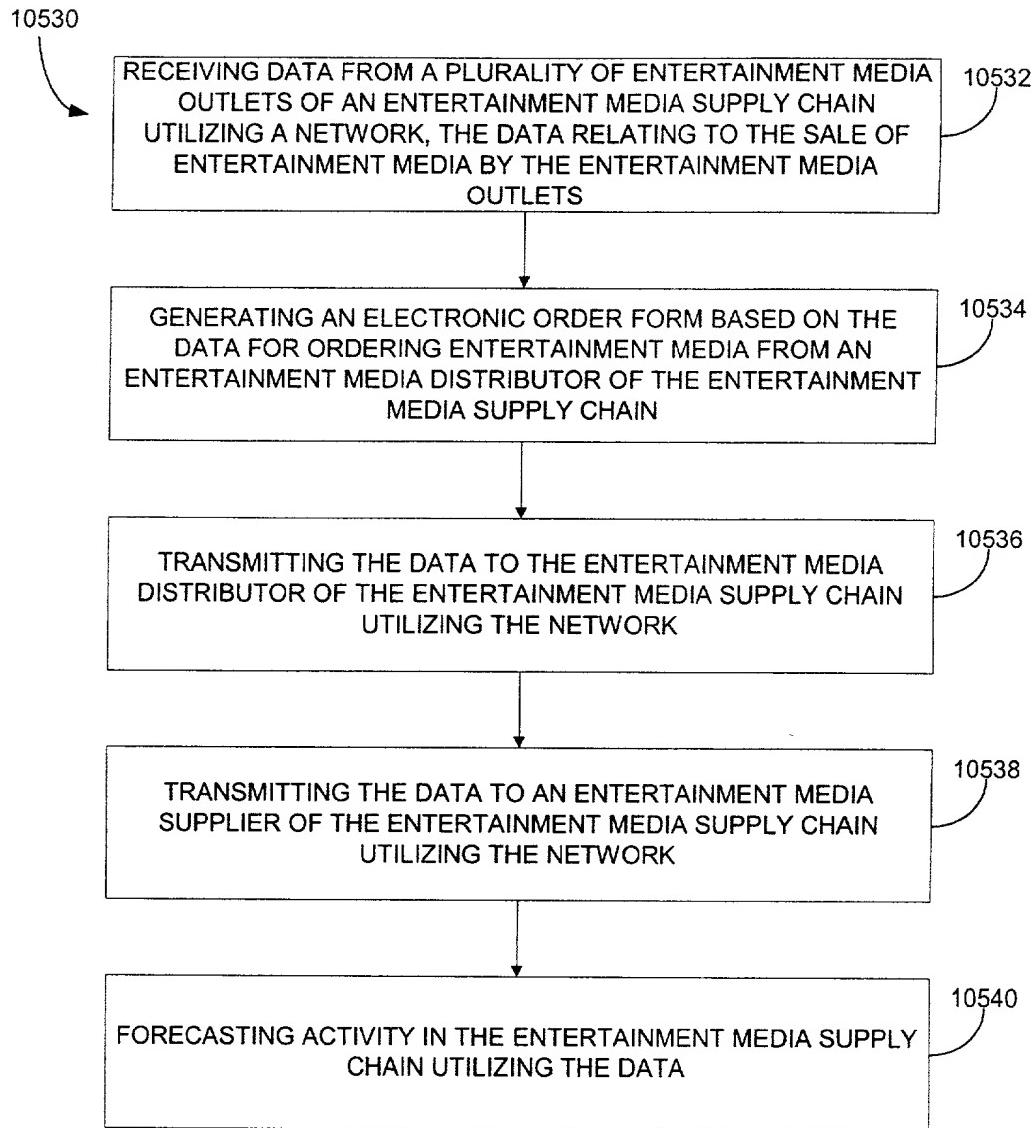


FIG. 105

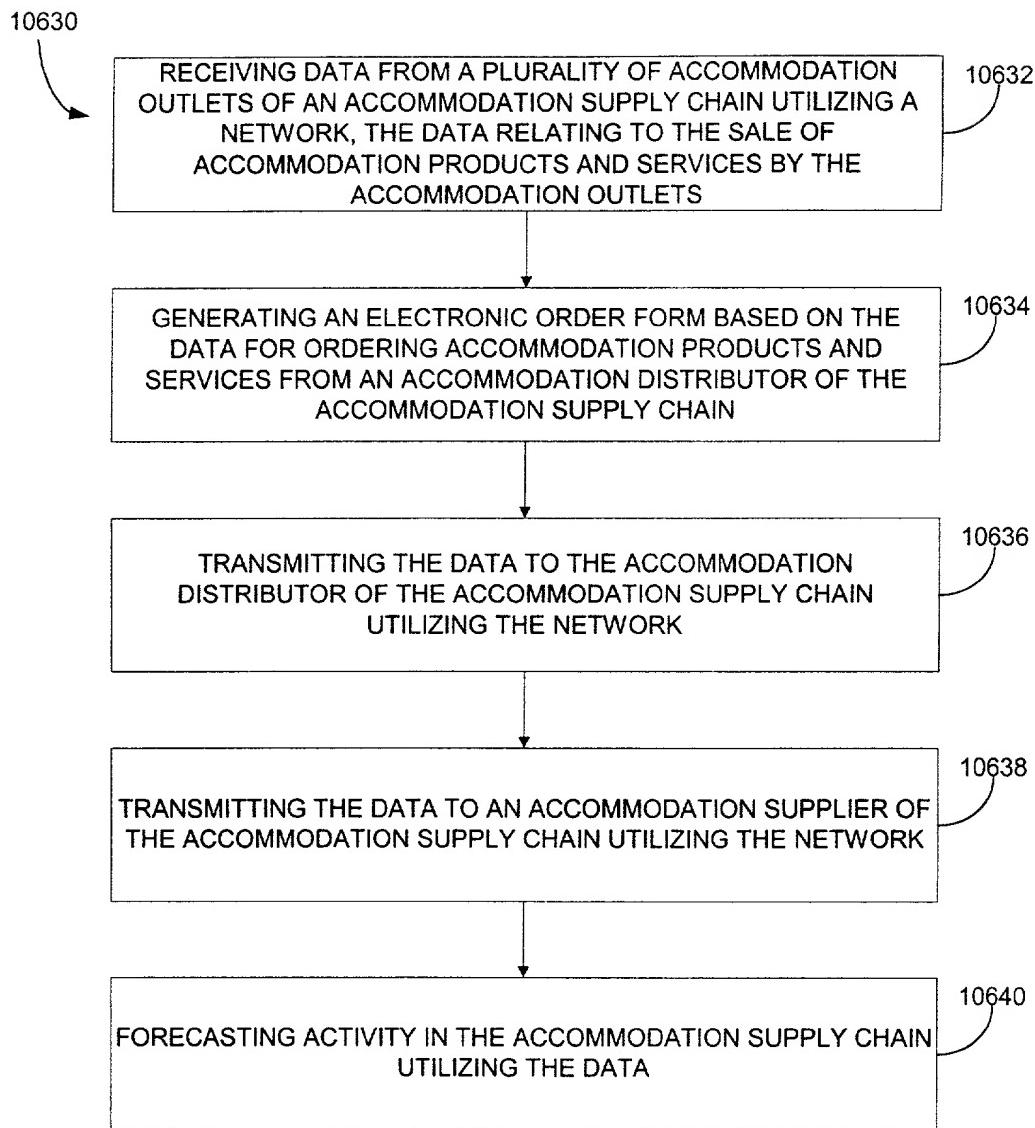


FIG. 106

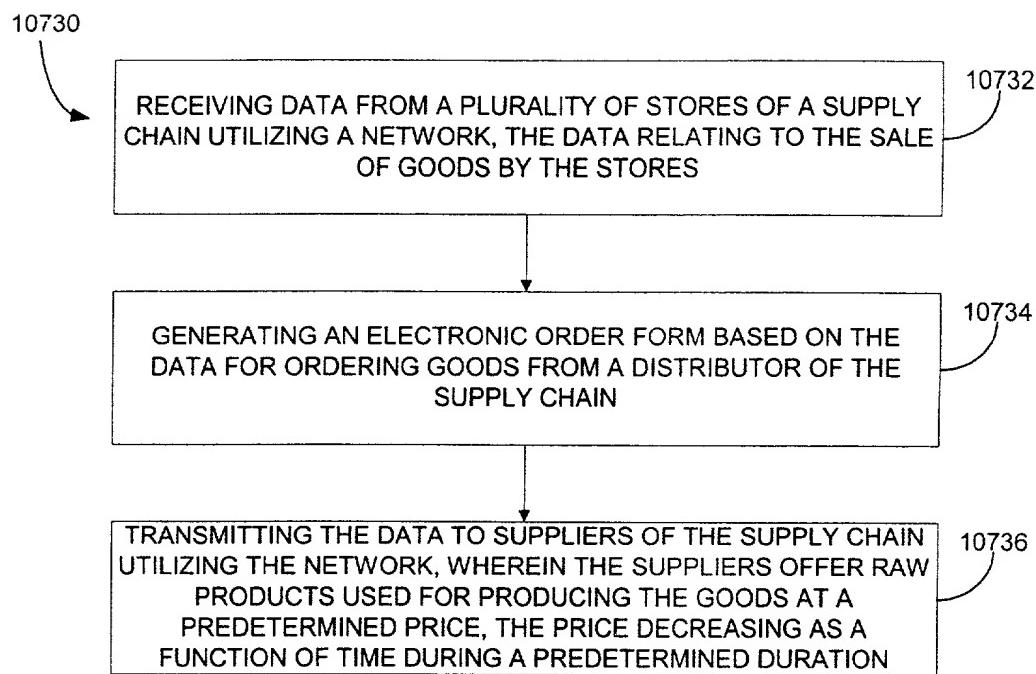


FIG. 107

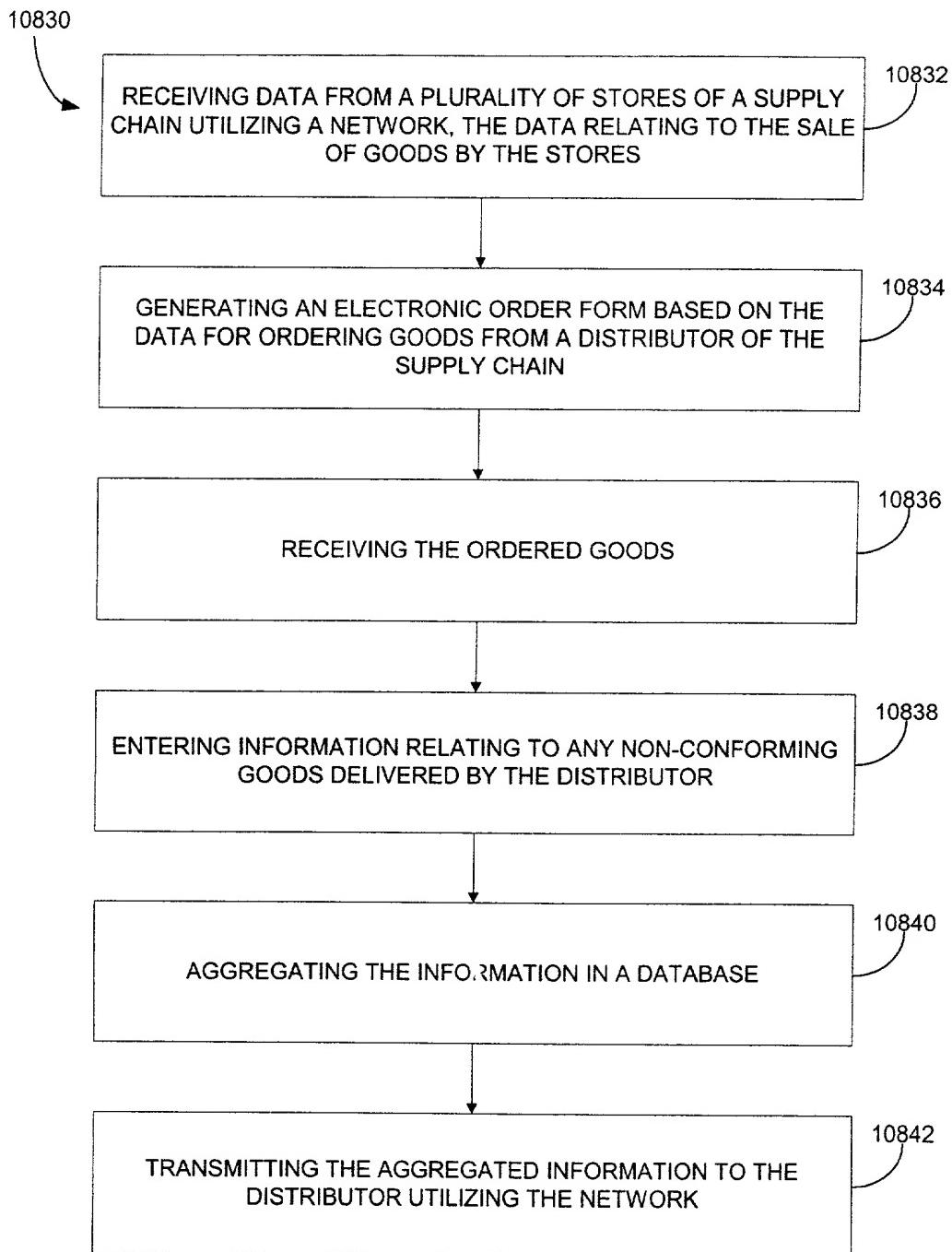


FIG. 108

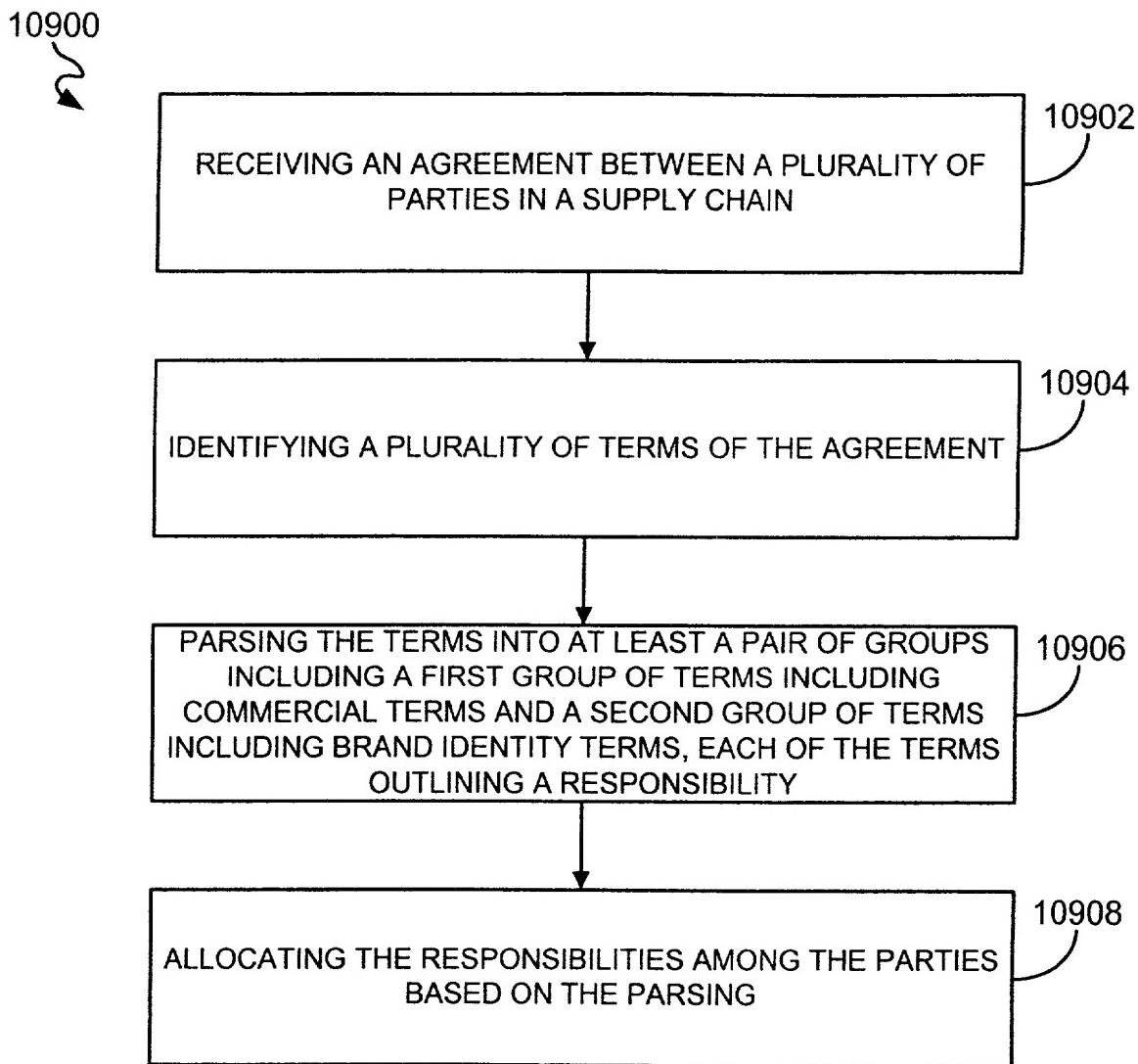


FIG. 109

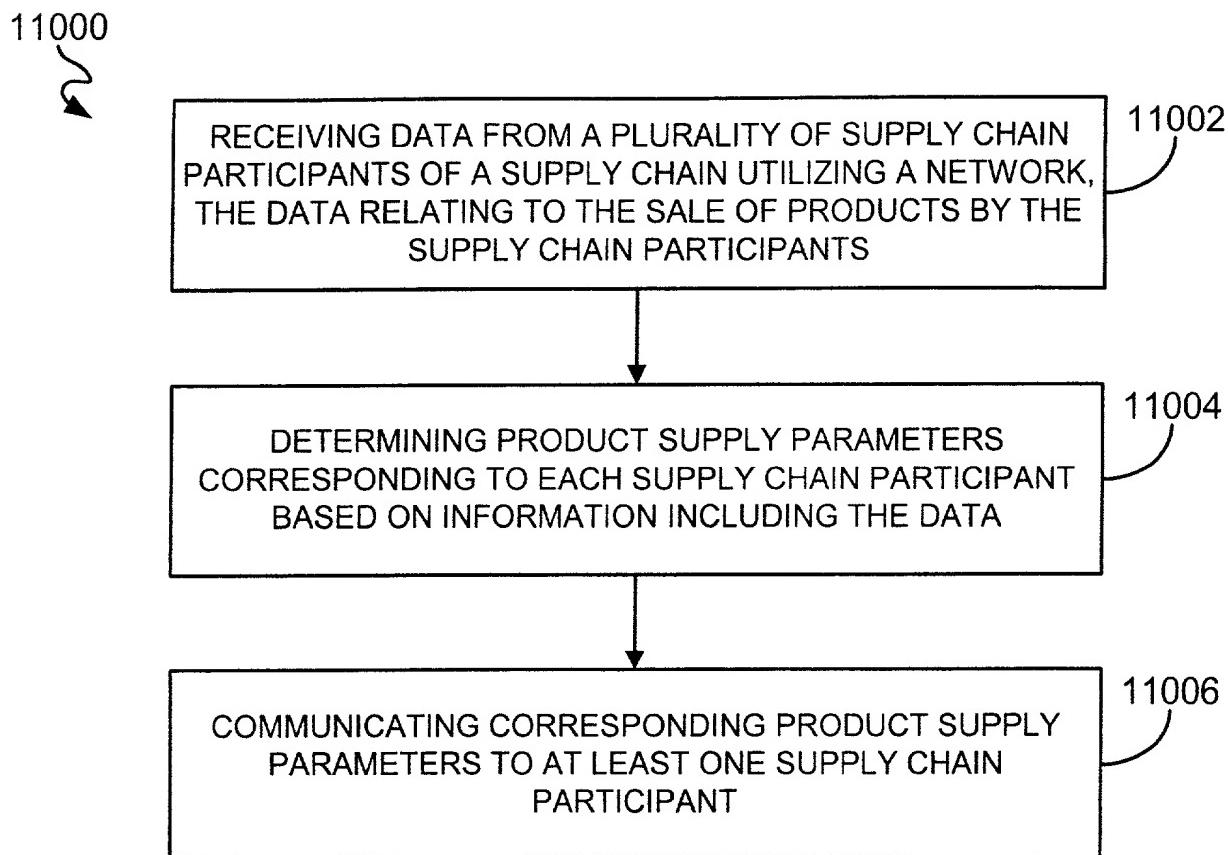


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

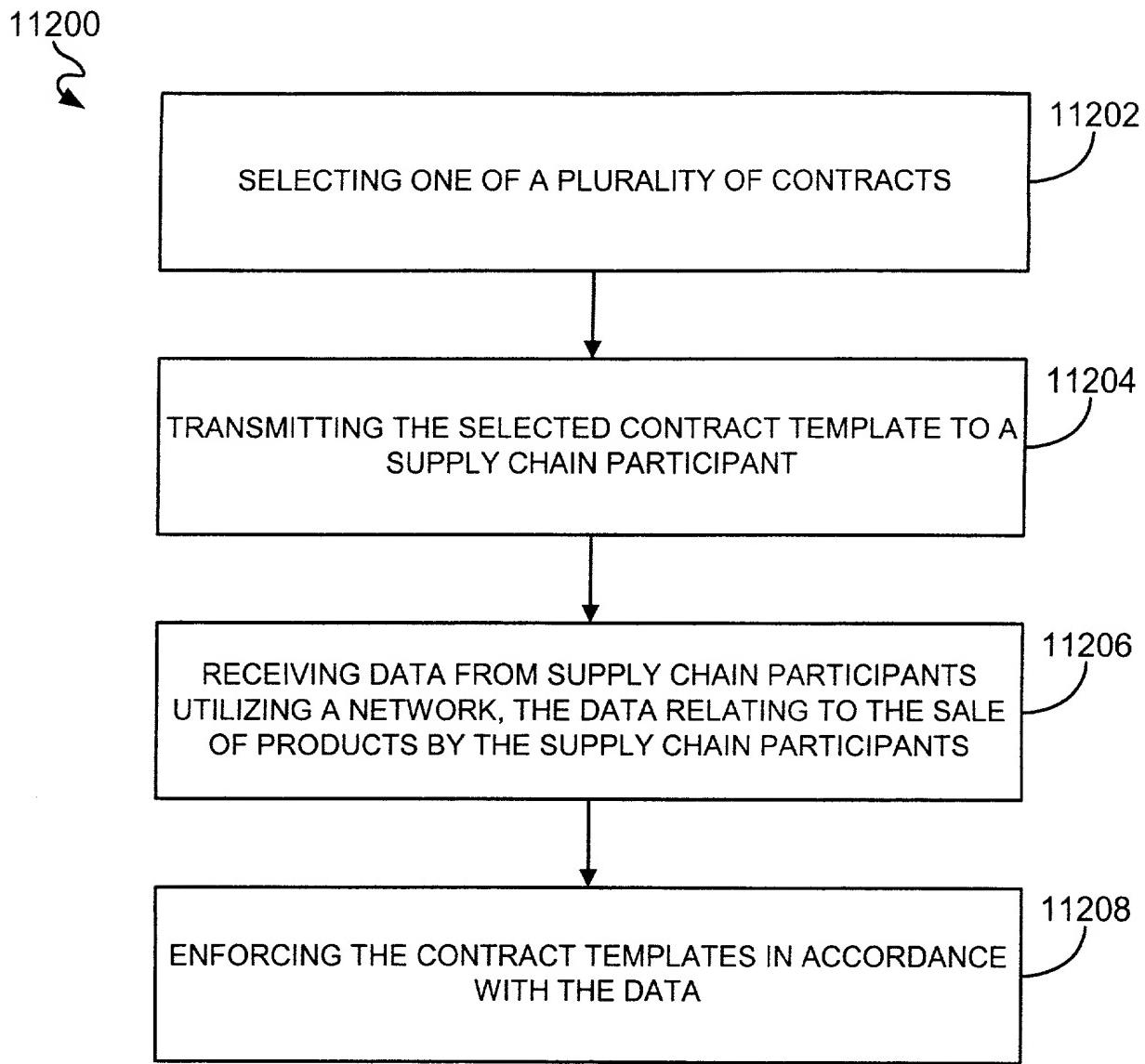


FIG. 112

11300

REGISTERING A PLURALITY OF DISTRIBUTORS OF A
SUPPLY CHAIN

ASSIGNING DISTRIBUTION MANAGEMENT RIGHTS TO A
SUPPLY CHAIN MANAGER

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

MANAGING THE USE OF THE DATA DURING THE
DISTRIBUTION OF PRODUCTS TO THE OUTLETS BY THE
DISTRIBUTORS, WHEREIN THE MANAGING IS HANDLED BY
THE SUPPLY CHAIN MANAGER

11302

11304

11306

11308

FIG. 113

11400

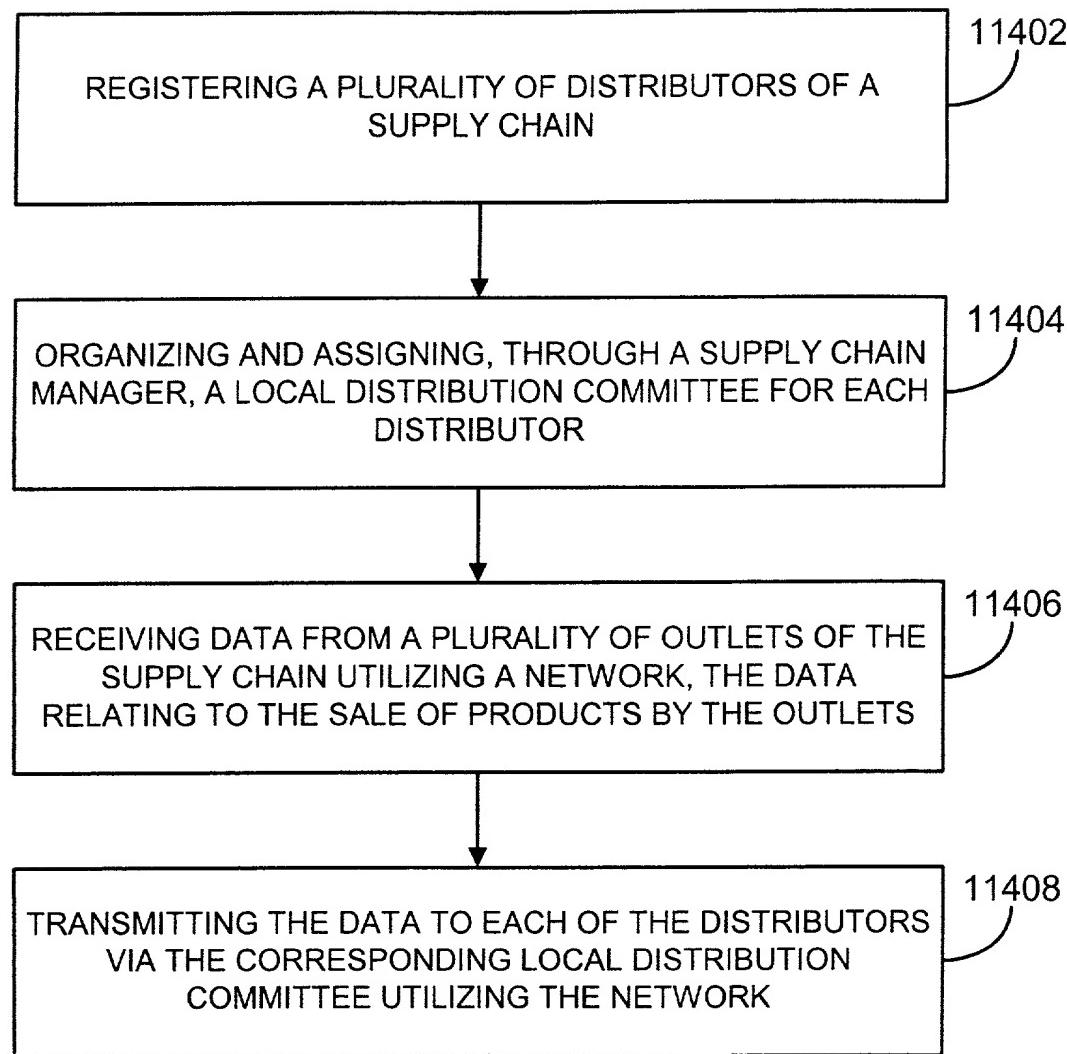


FIG. 114

11500

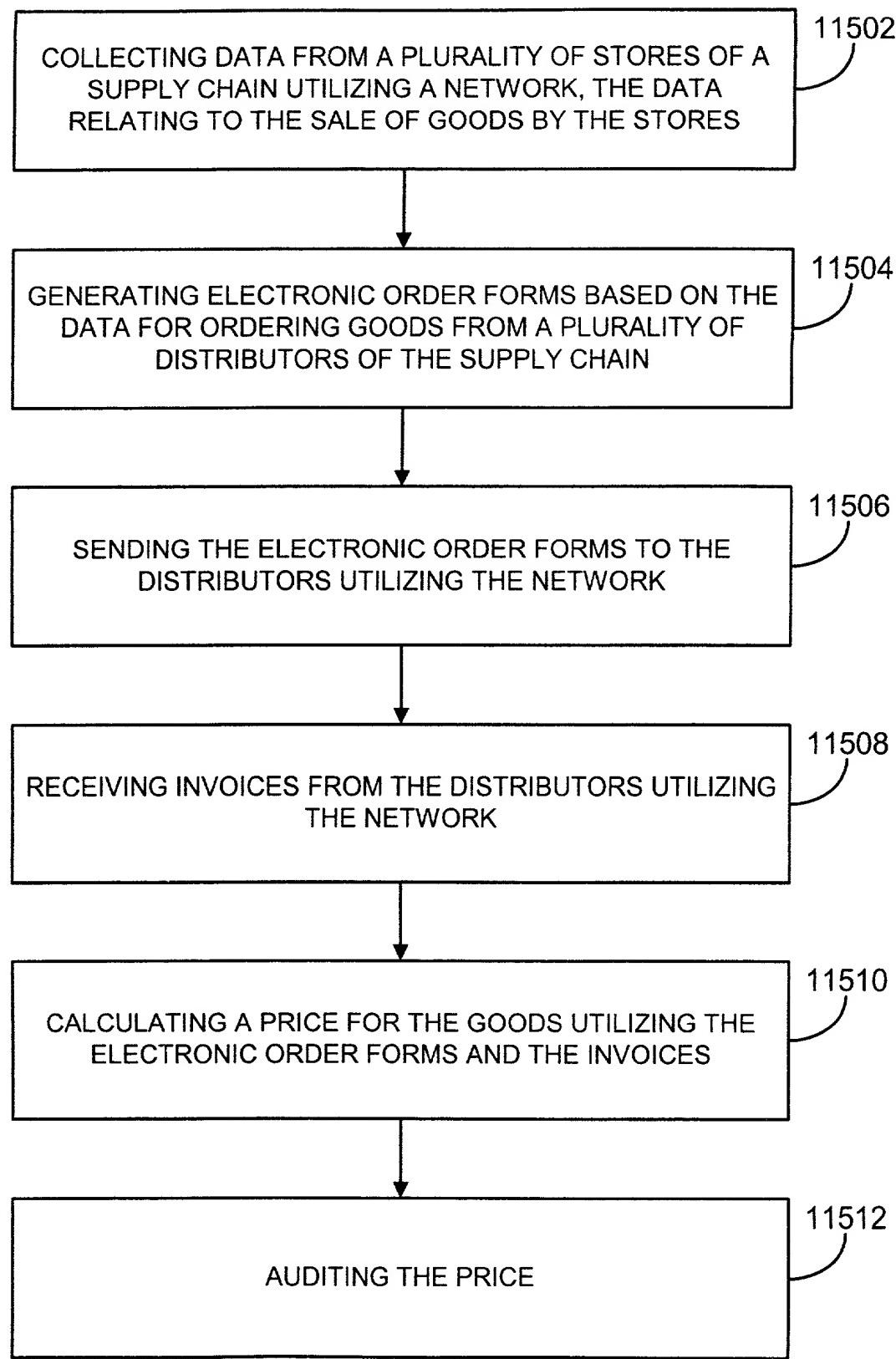


FIG. 115

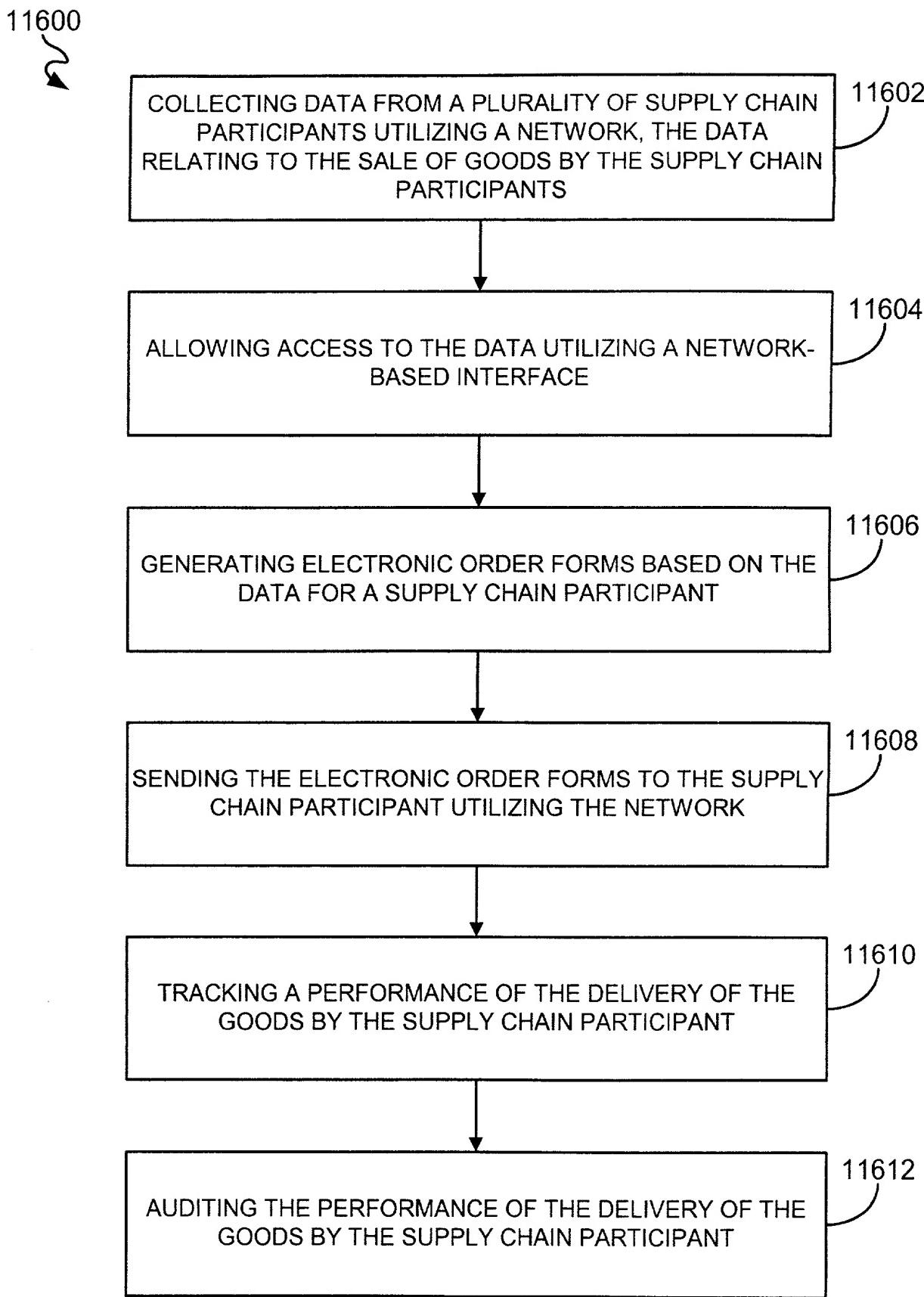


FIG. 116

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE OUTLETS

11702

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

11704

PROCESSING THE DATA

11706

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A
SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE
SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED
OVER THE NETWORK

11708

FIG. 117

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A
SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A
PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE
SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN
PARTICIPANTS UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN
PARTICIPANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE
PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE
INVOICE REFLECTS A SECOND PRICE FOR THE
PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM
THE FIRST PRICE

11808

FIG. 118

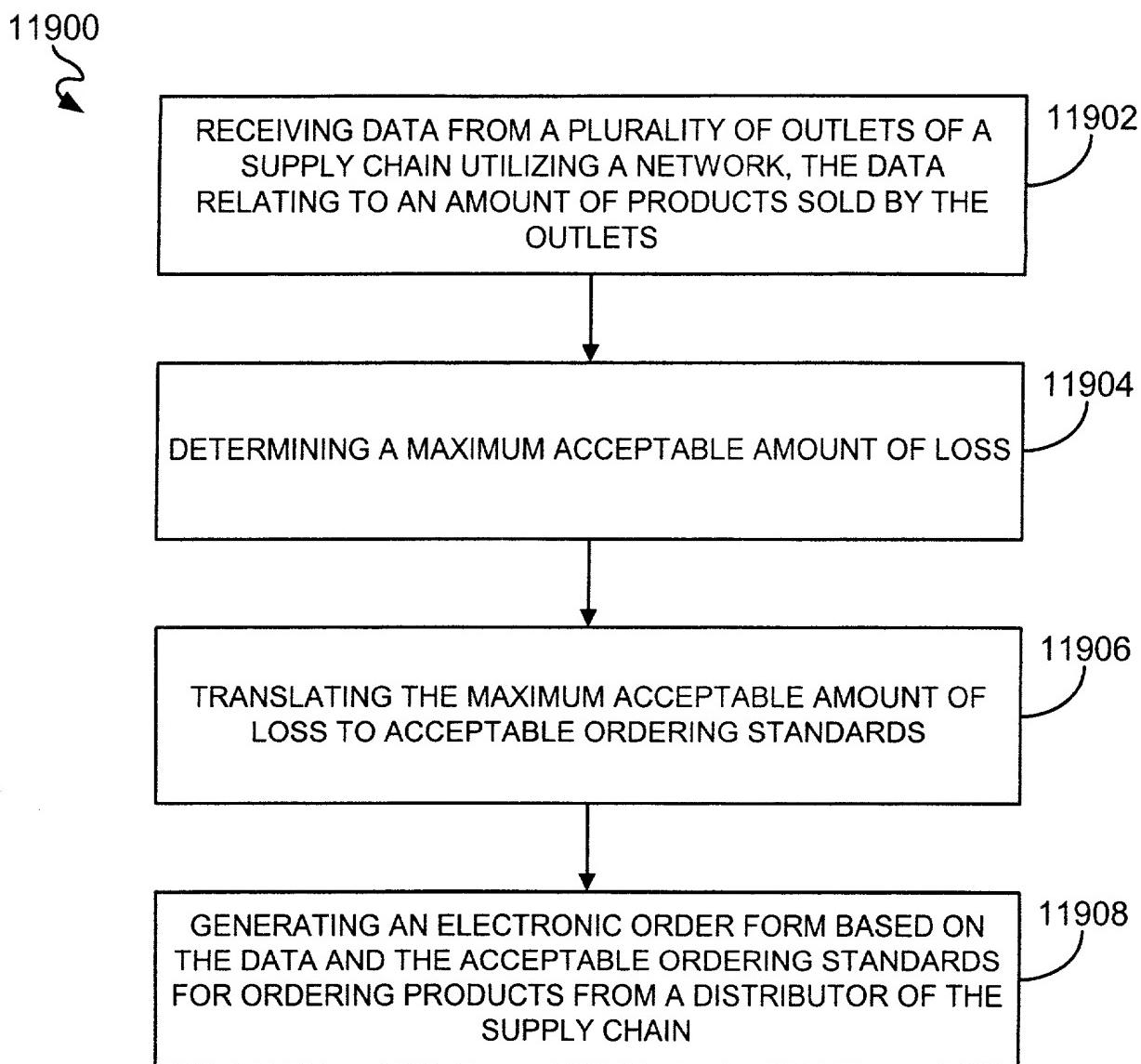


FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

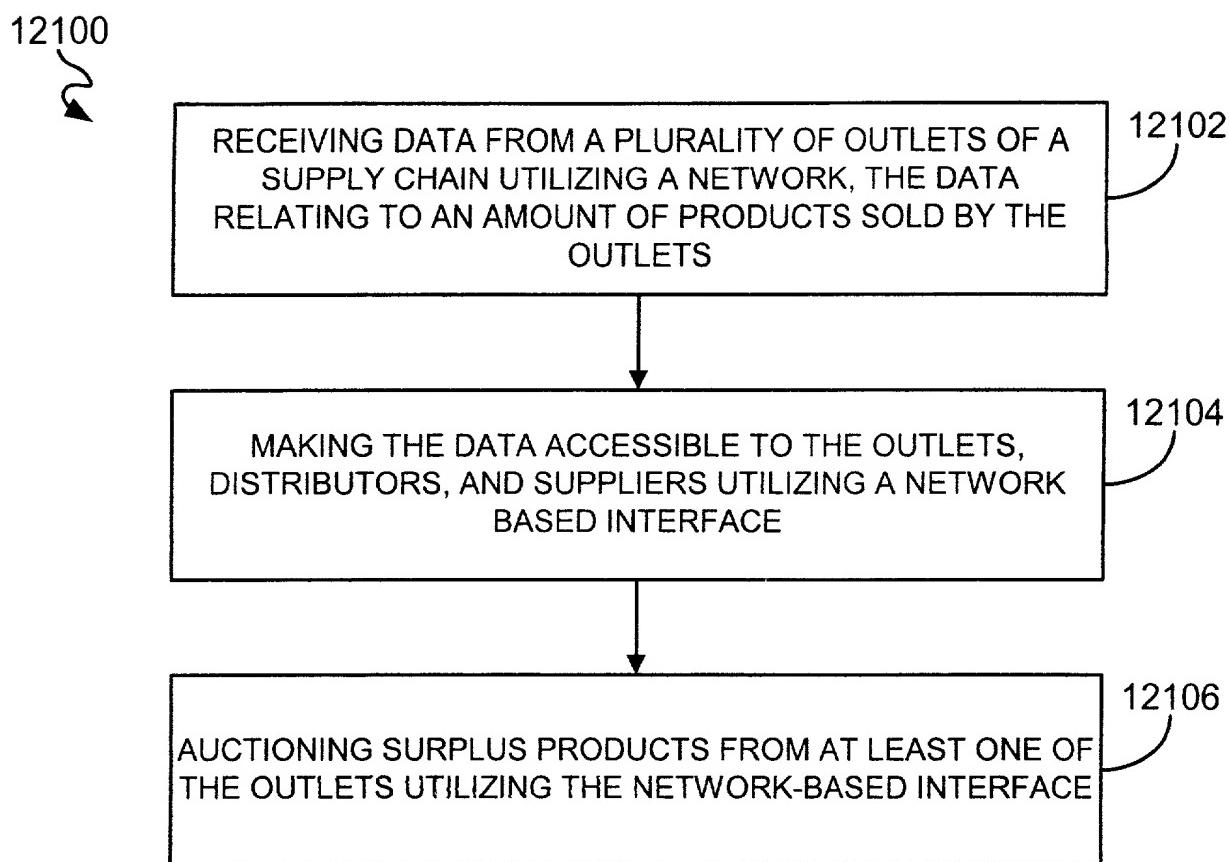


FIG. 121

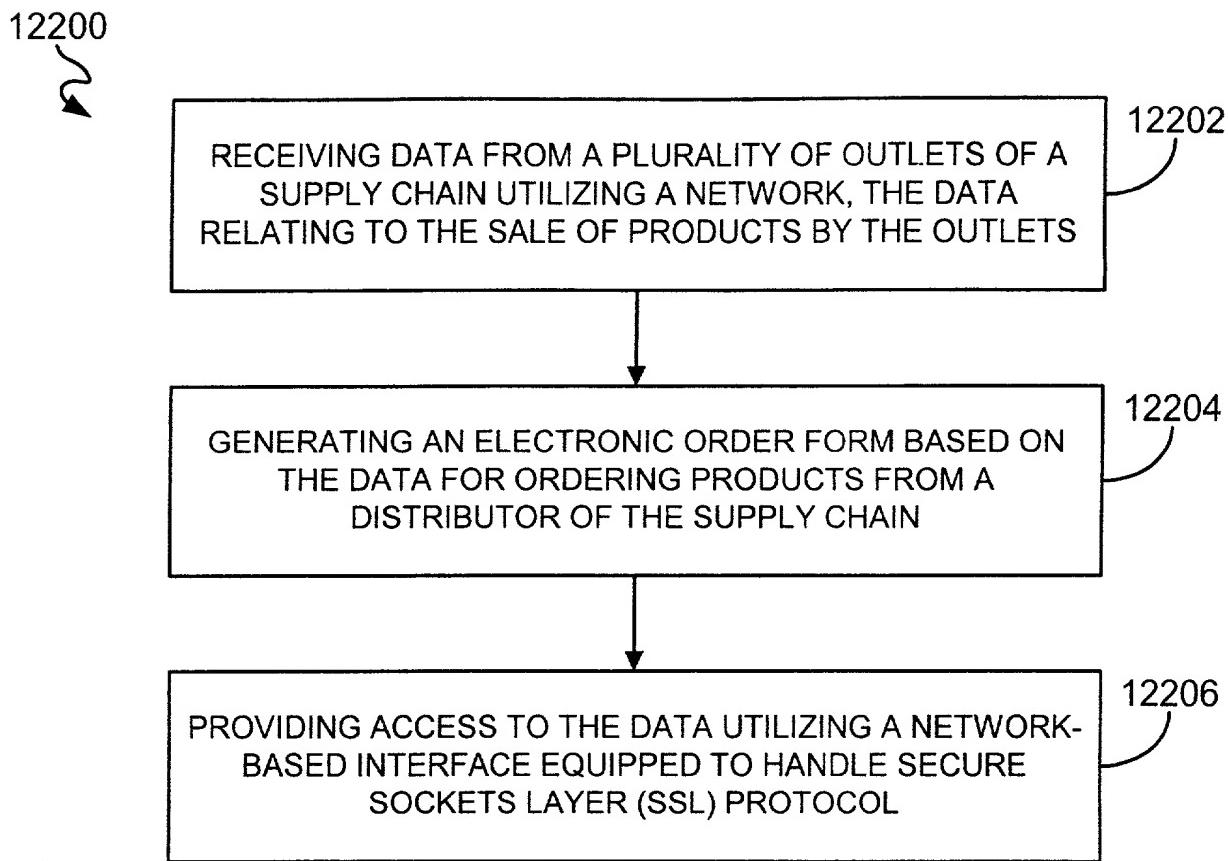


FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

12306

FIG. 123

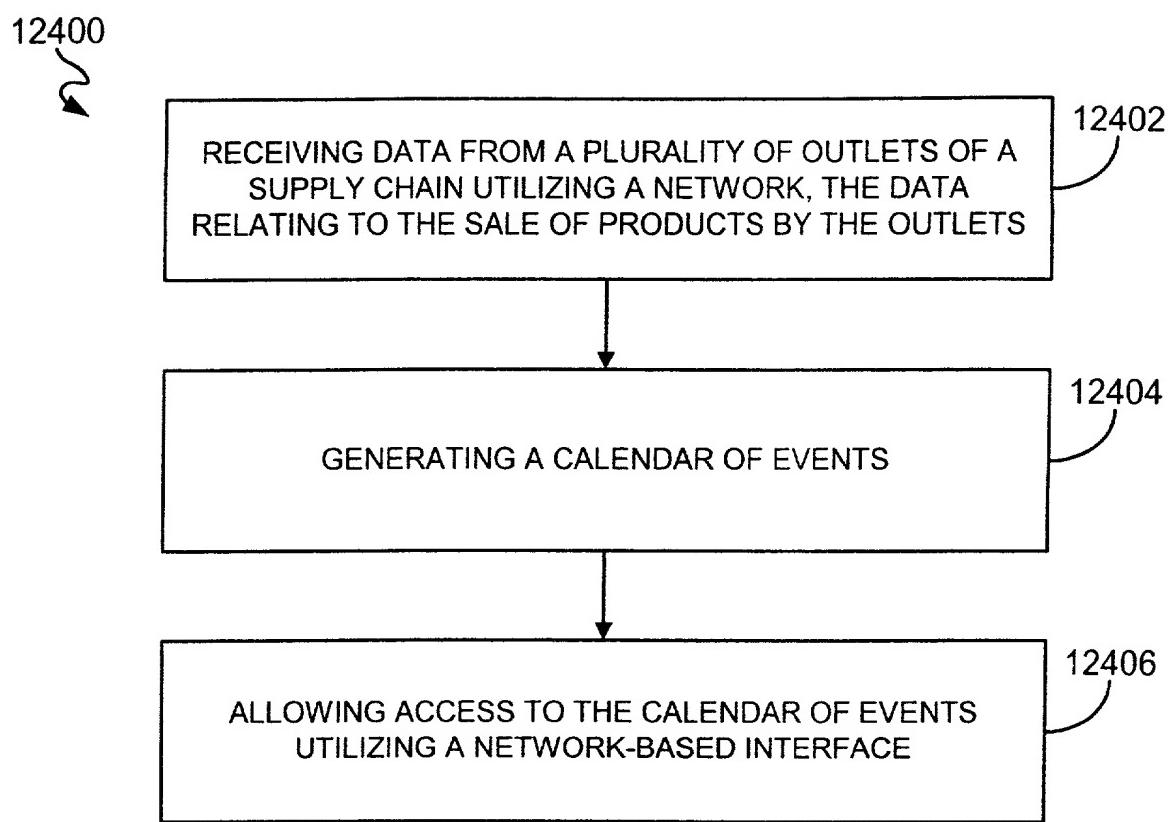


FIG. 124

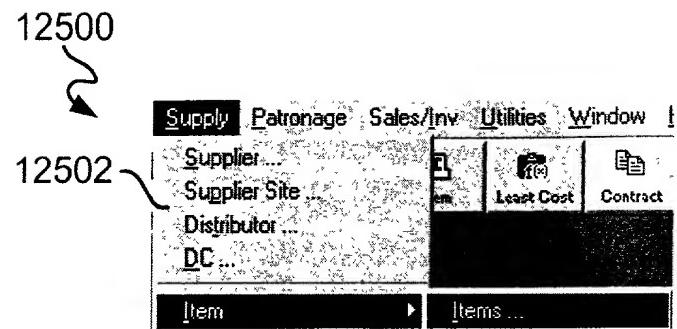


FIG. 125

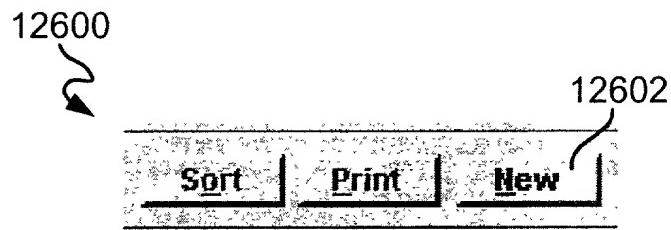


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

12800
↗

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

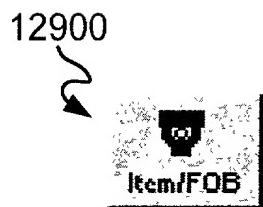


FIG. 129

13000

Supplier Item Desc:	Item No:		
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	NCHE(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: *FOB Shipping Point*

Site Name:

13102

FIG. 131

13200

Site Information Site Id: 16500 FOB Shipping Point

Name:

Status:

Railroad Name:

Rail Sidings:

FIG. 132

13300

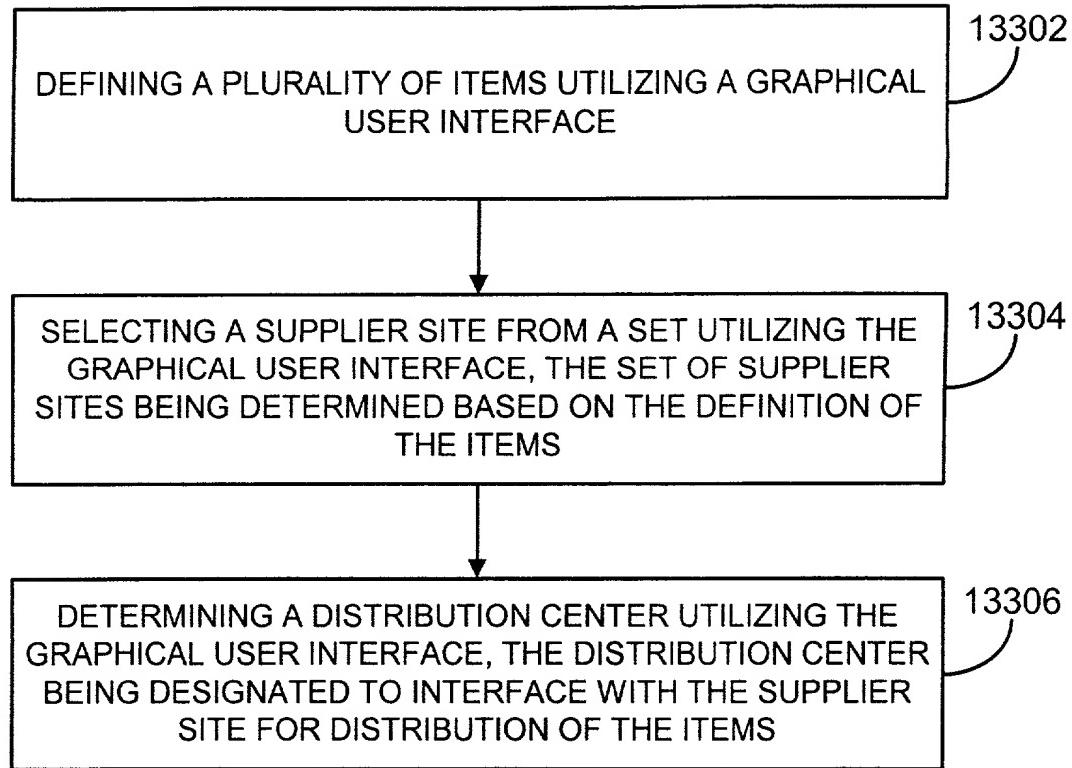


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34 3200	34.3900	0.8400	35.2300
34 3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0 TL	
96	215,040	5.1 TL	

FIG. 137

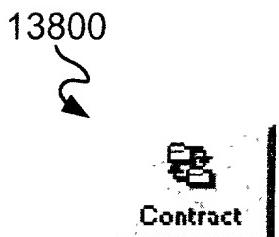


FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

14200

FIG. 140

FIG. 142

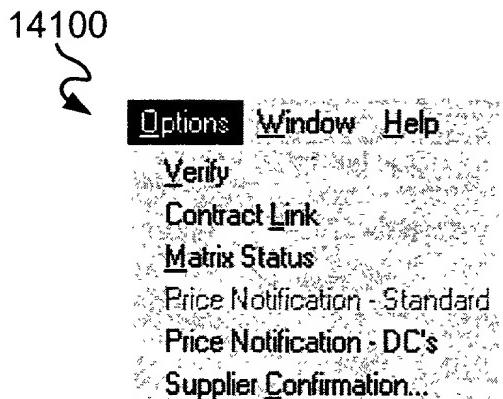


FIG. 141

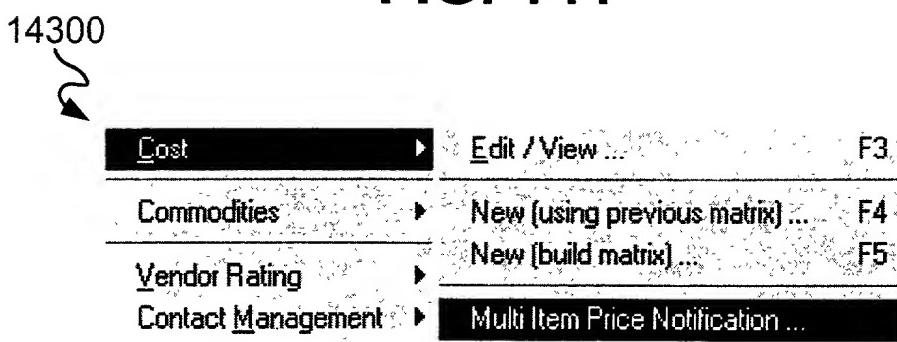


FIG. 143

14400

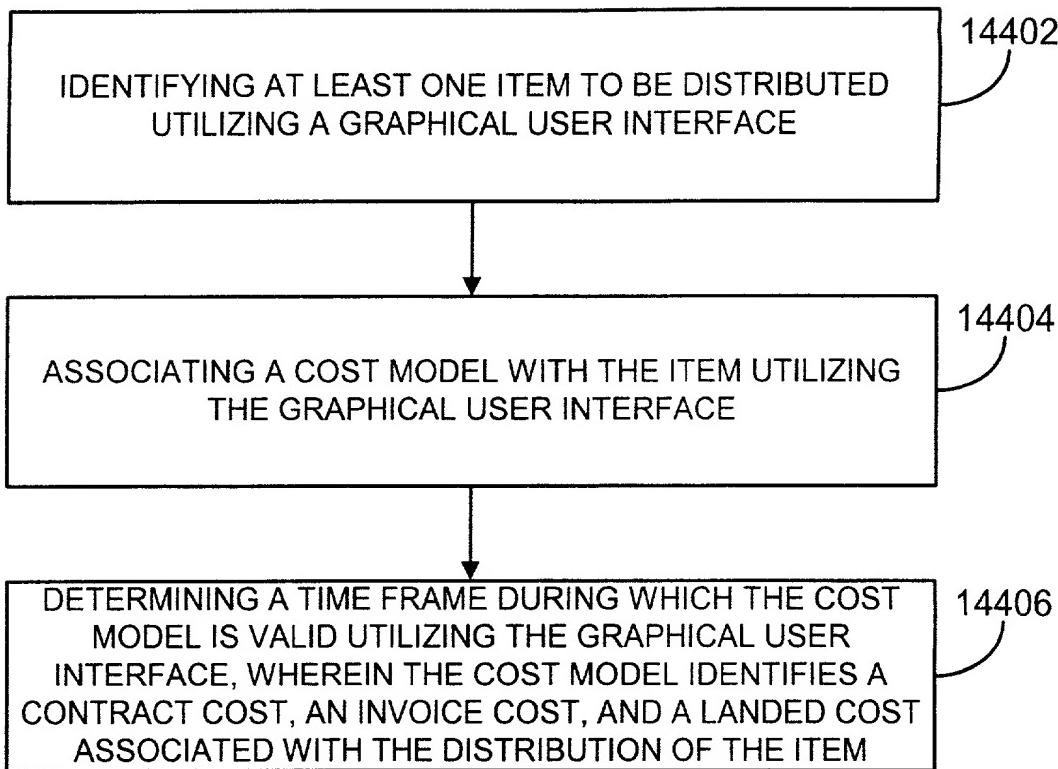


FIG. 144

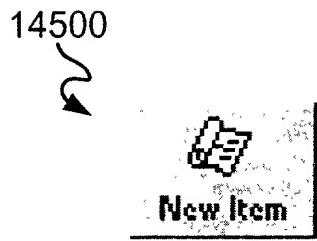


FIG. 145

14600

Contract ID: 673 - TYSON FOODS
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

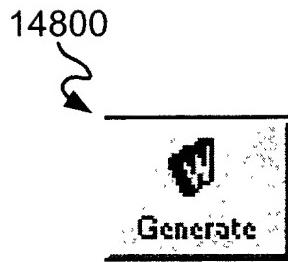


FIG. 148

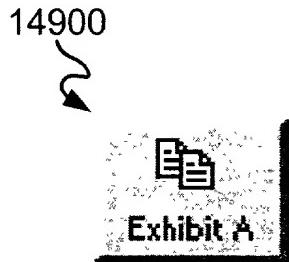


FIG. 149

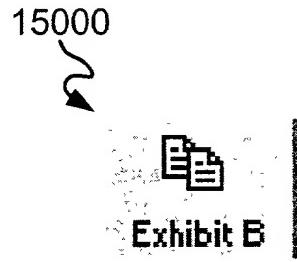


FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



15300



FIG. 153

FIG. 152

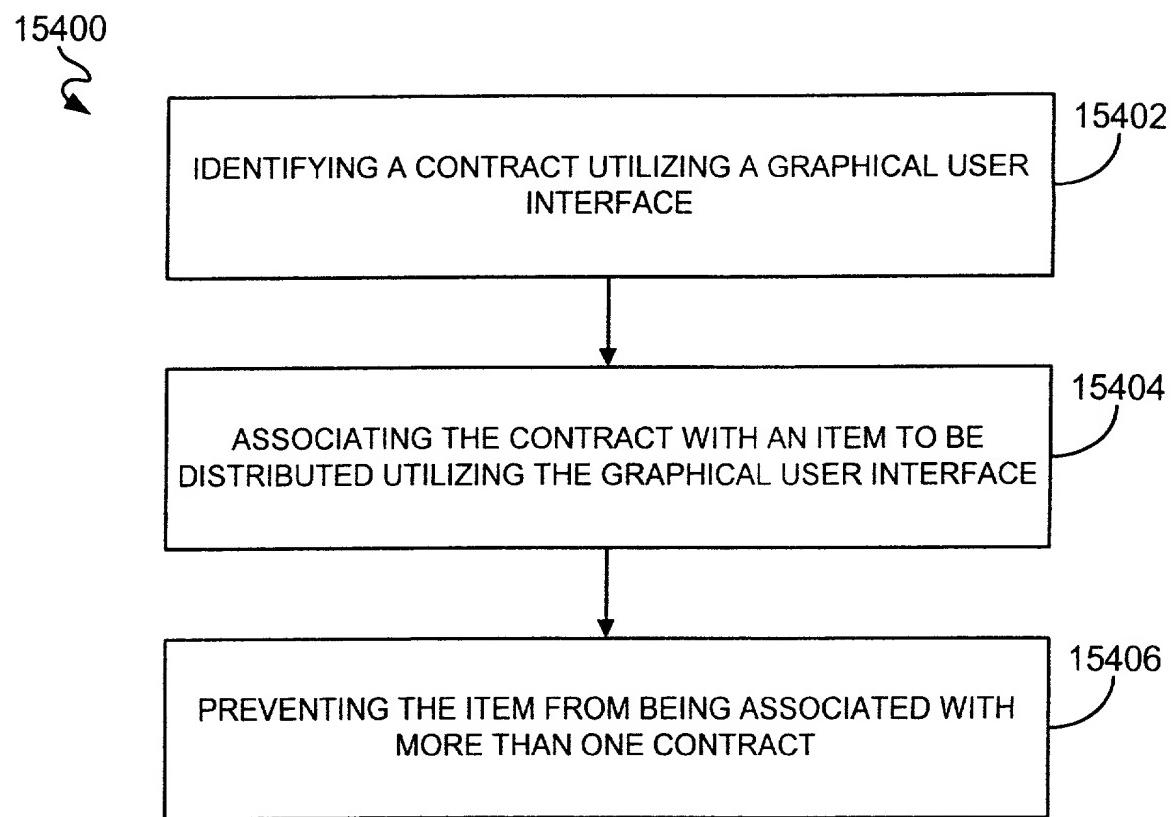


FIG. 154

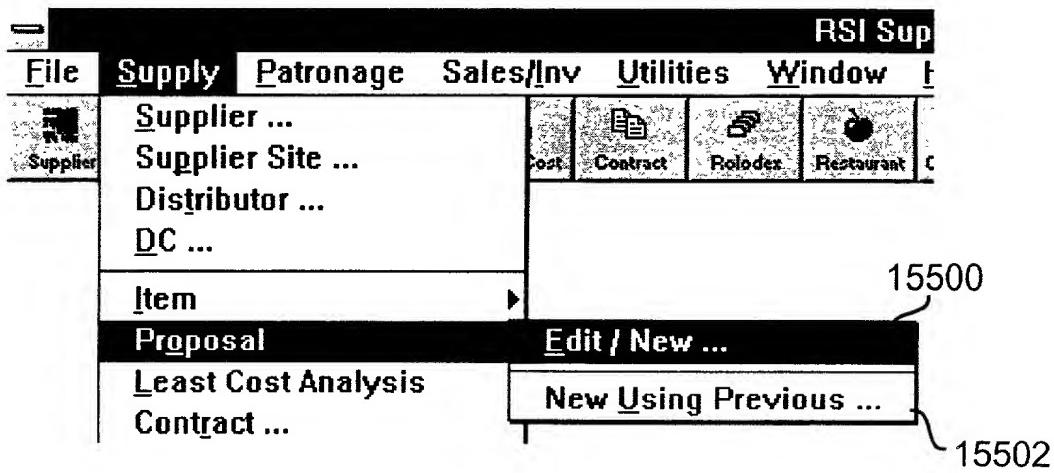


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021 Proposal Due Date: 06/12/97

Proposal Name: Foam Hot Cups & Polystyrene Lids Contract Begin Date: 07/01/97

Buyer Name: Dennis Clabby Contract End Date: 06/30/98

Actions

#	Date:	Action Description:
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

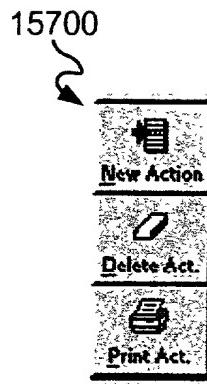


FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price UC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

15800

The screenshot shows a software interface titled "Proposal - Foam Hot Cups & Polystyrene Lids". At the top, there is a menu bar with tabs: Main Info, Items, Suppliers, DCs, FOB Price, DC/Rest., Usage, Templates, and Recreate Bid. Below the menu, there are three buttons: Search, Query, and Reset. The "Items" tab is selected. On the left, a list of items is shown with 6 rows found, including "CUP-HOT 12 OZ (PAPER)" and "CUP-HOT 16 OZ (PAPER)". On the right, a list of items is shown with 5 rows selected, including "CUP-HOT 12 OZ (DRY)" and "CUP-HOT 16 OZ (500 CT) (DRY)". Arrows point from the numbers 15800 and 16000 to the respective lists.

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	15902
CUP-HOT 16 OZ (PAPER)	DRY	>
CUP-HOT 8 OZ (PAPER)	DRY	>>
		<
	15904	15906
		<<
		15908

6 Rows Found 5 Rows Selected

FIG. 159

16000

The screenshot shows a software interface titled "Select The Appropriate FOB Price Component Worksheet For Each Item". At the top, there is a menu bar with tabs: Main Info, Items, Suppliers, DCs, FOB Price, DC/Rest., Usage, Templates, and Recreate Bid. Below the menu, the "FOB Price" tab is selected. A message says "Select The Appropriate FOB Price Component Worksheet For Each Item". A dropdown menu titled "FOB Price Component" is open, showing options: "Mayonaise Components", "(None Selected)", "Generic FOB Pricing", and "Mayonaise Components" again, with the last option highlighted.

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description

MAYO-BULK

FOB Price Component

- Mayonaise Components
- (None Selected)
- Generic FOB Pricing
- Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

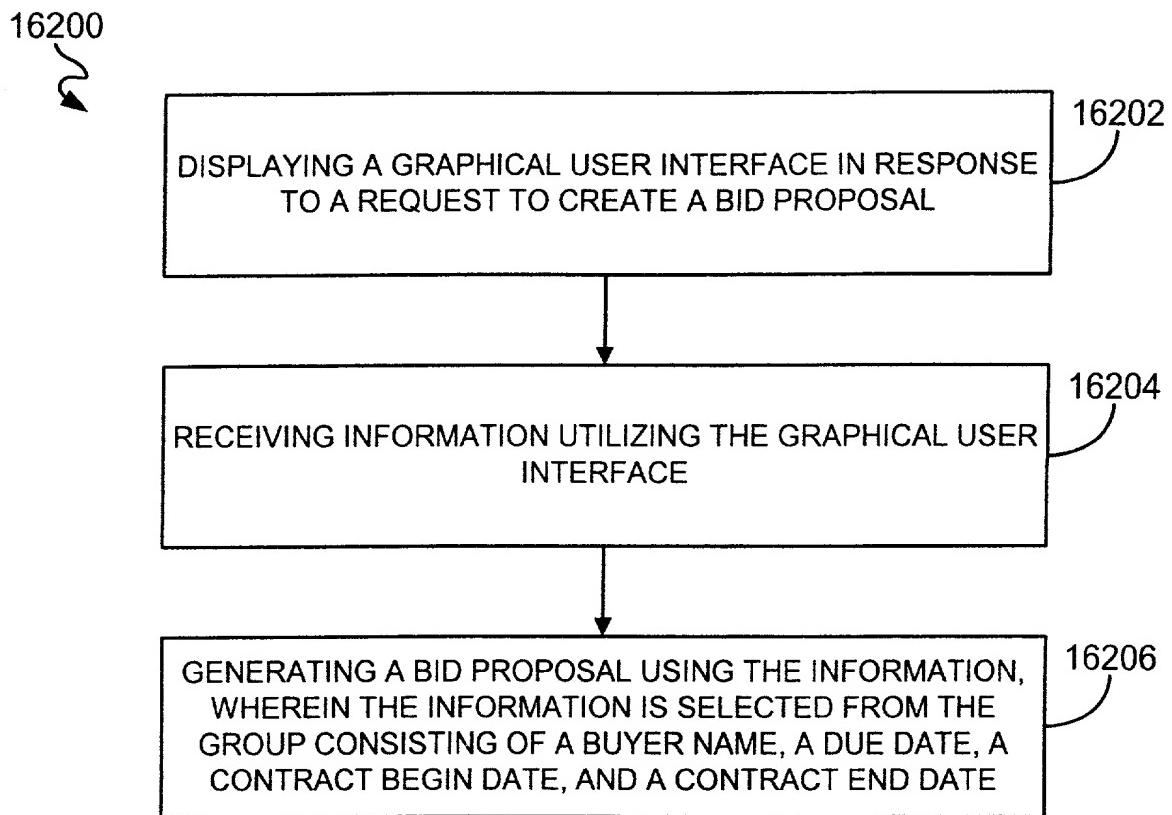


FIG. 162

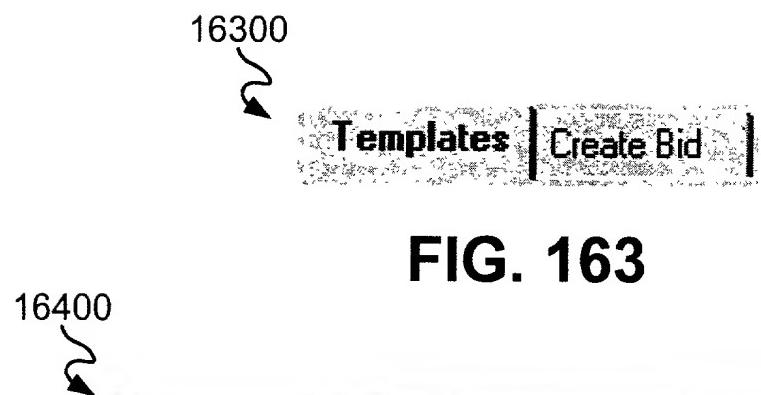


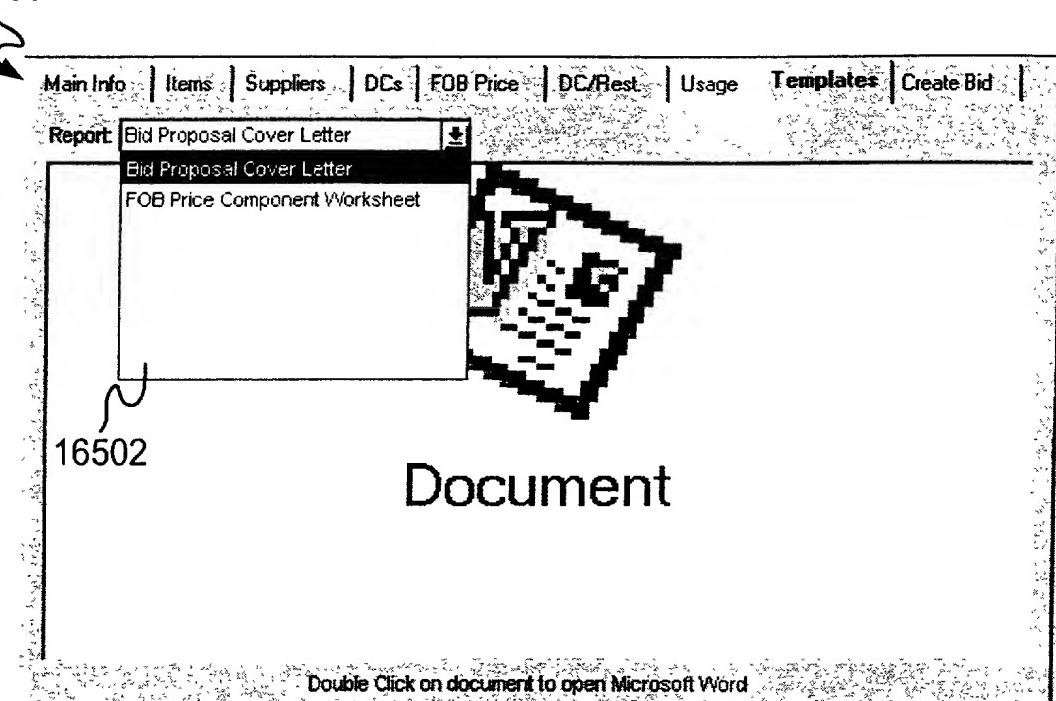
FIG. 163

A screenshot of a software interface showing a list of templates. The list is organized into three columns: 'Supply', 'MS', and 'Editable Word Y/N'. The 'Supply' column contains the names of the templates, and the 'MS' and 'Editable Word Y/N' columns contain 'Y' or 'N' indicating their availability. A curved arrow points from the text '16400' down towards the first template in the list.

Supply	MS	Editable Word Y/N
Bid Proposal Cover Letter	?	Y
General Terms and Conditions	?	N
Usage Estimates	?	N
Supplier Facility Worksheets	?	N
Item Information Worksheets	?	N
Sample Supply Agreement	?	N
BK Specification Request	?	N
FOB Price Component	?	Y
Truckload Freight Worksheet	?	N
LTL Freight Worksheet	?	N

FIG. 164

16500



16502 Document

FIG. 165

16600

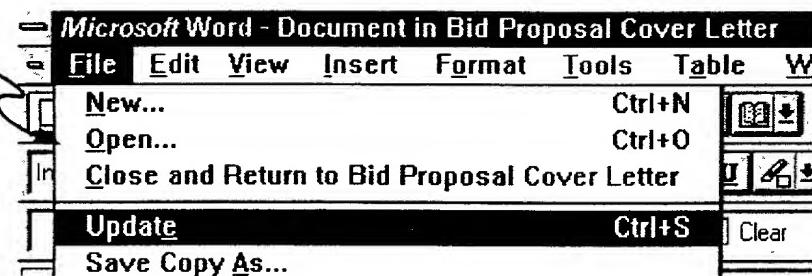


FIG. 166

16700

Main Info	Items	Supplies	DCs	FOB Price	DC/Rest	Usage	Templates	Create Bid																						
Bid Proposal Sent																														
Bid Proposal Will Include Checked Documents																														
<table border="1"> <tr> <td>General</td> <td>Cost</td> </tr> <tr> <td>Bid Proposal Cover Letter <input checked="" type="checkbox"/></td> <td>FOB Price Component Worksheet <input checked="" type="checkbox"/></td> </tr> <tr> <td>General Terms & Conditions <input checked="" type="checkbox"/></td> <td>Truckload Freight Worksheet <input checked="" type="checkbox"/></td> </tr> <tr> <td>Usage Estimates <input checked="" type="checkbox"/></td> <td>LTL Freight Worksheet <input checked="" type="checkbox"/></td> </tr> <tr> <td>Supplier Facility Worksheet <input checked="" type="checkbox"/></td> <td>Blank Sheets</td> </tr> <tr> <td>Item Information Worksheet <input checked="" type="checkbox"/></td> <td>Supplier Facility Worksheet <input checked="" type="checkbox"/></td> </tr> <tr> <td>Sample Supply Agreement <input checked="" type="checkbox"/></td> <td>Item Information Worksheet <input checked="" type="checkbox"/></td> </tr> <tr> <td>BK Specification Request <input checked="" type="checkbox"/></td> <td>FOB Price Component Worksheet <input checked="" type="checkbox"/></td> </tr> <tr> <td colspan="2">* LTL Freight Worksheet will be printed by system if necessary.</td> </tr> <tr> <td colspan="2">Truckload Freight Worksheet <input checked="" type="checkbox"/></td> </tr> <tr> <td colspan="2">LTL Freight Worksheet <input checked="" type="checkbox"/></td> </tr> </table>									General	Cost	Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>	General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>	Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>	Blank Sheets	Item Information Worksheet <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>	Sample Supply Agreement <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>	BK Specification Request <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>	* LTL Freight Worksheet will be printed by system if necessary.		Truckload Freight Worksheet <input checked="" type="checkbox"/>		LTL Freight Worksheet <input checked="" type="checkbox"/>	
General	Cost																													
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>																													
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>																													
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>																													
Supplier Facility Worksheet <input checked="" type="checkbox"/>	Blank Sheets																													
Item Information Worksheet <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>																													
Sample Supply Agreement <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>																													
BK Specification Request <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>																													
* LTL Freight Worksheet will be printed by system if necessary.																														
Truckload Freight Worksheet <input checked="" type="checkbox"/>																														
LTL Freight Worksheet <input checked="" type="checkbox"/>																														

FIG. 167

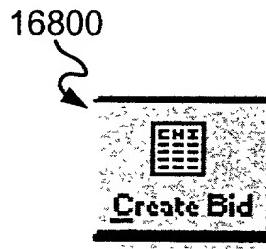


FIG. 168

16900

Report	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter	<input checked="" type="checkbox"/>
	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
	General Terms & Conditions	<input checked="" type="checkbox"/>
	Item Information Worksheet	<input checked="" type="checkbox"/>
	LTL Freight Worksheet	<input checked="" type="checkbox"/>
	Sample Supply Agreement	<input checked="" type="checkbox"/>
	Supplier Facility Worksheet	<input checked="" type="checkbox"/>

**Restaurant Services, Inc.
Item Information Worksheet**

ATTY
DS

FIG. 169

17000

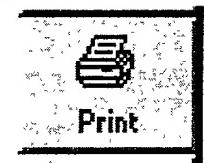


FIG. 170

17100



FIG. 171

17200

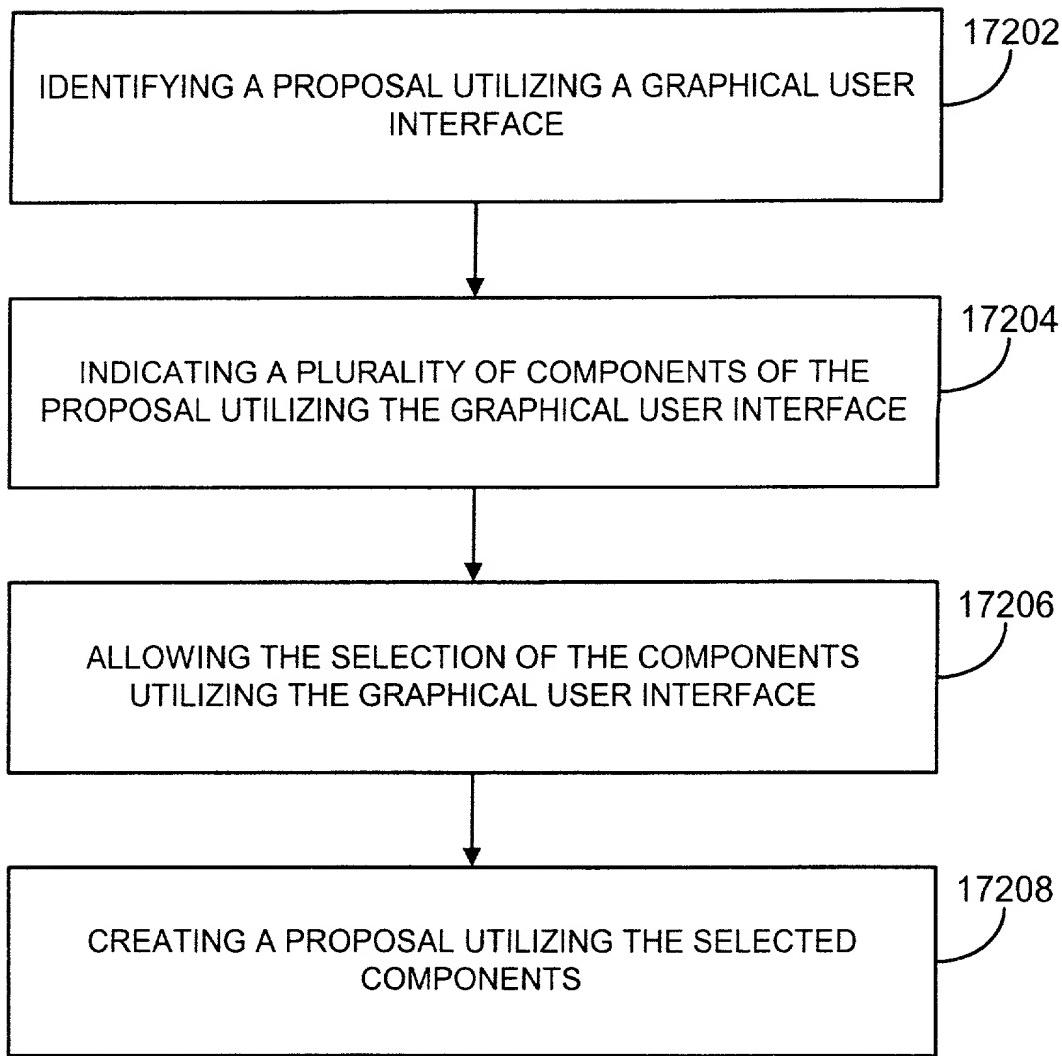


FIG. 172

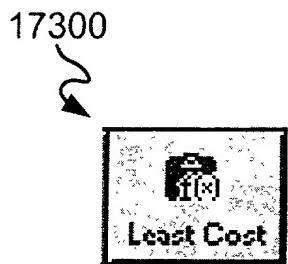


FIG. 173

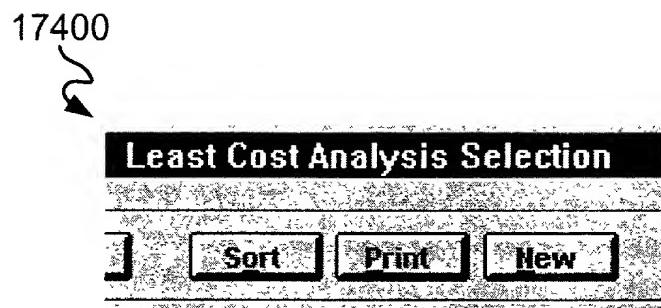


FIG. 174

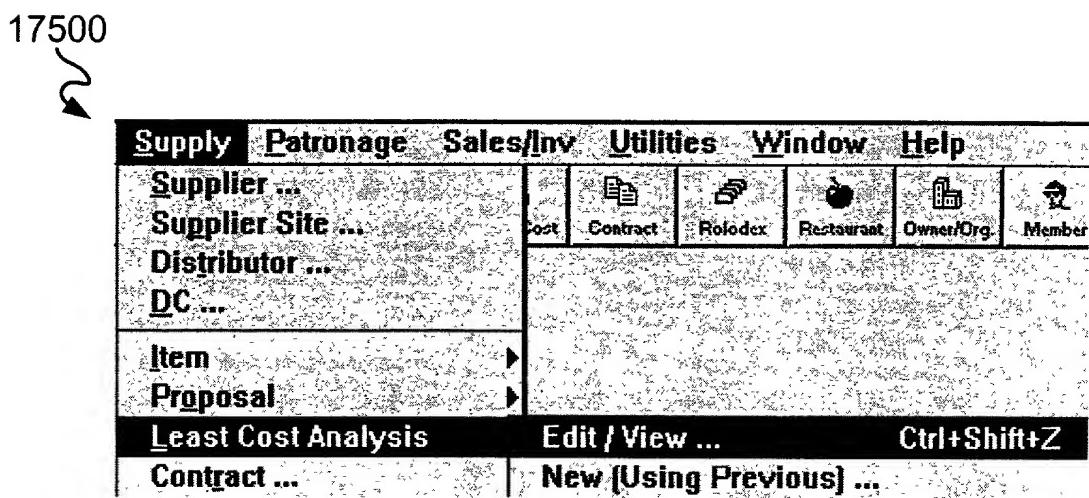


FIG. 175

Bid Proposal Name:

(None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

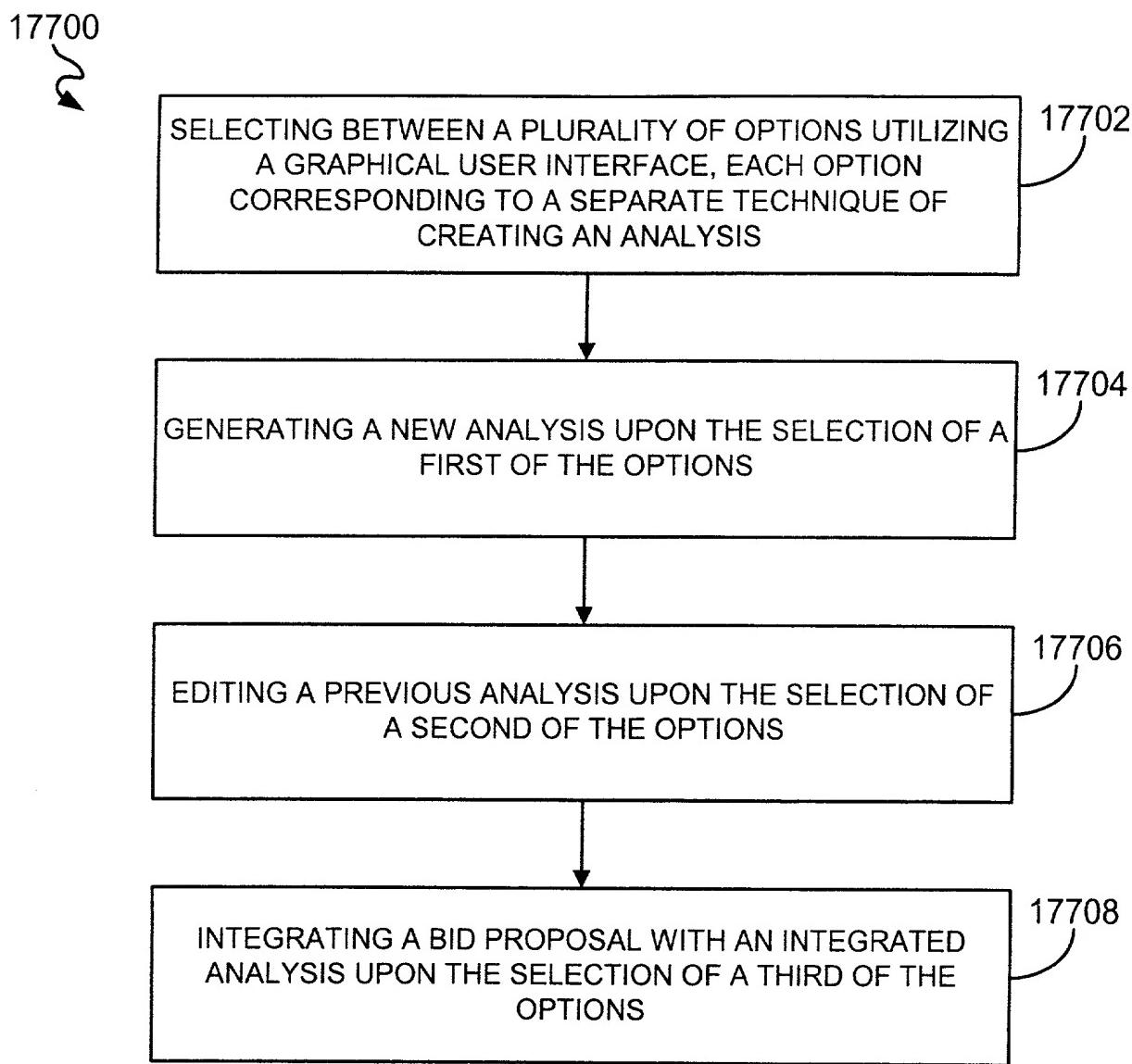


FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version
What is the max # of FOB points to allocate to each DC ? One FOB
What is pricing method for this version ? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

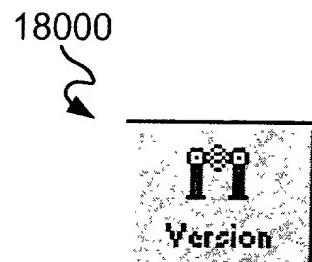


FIG. 180

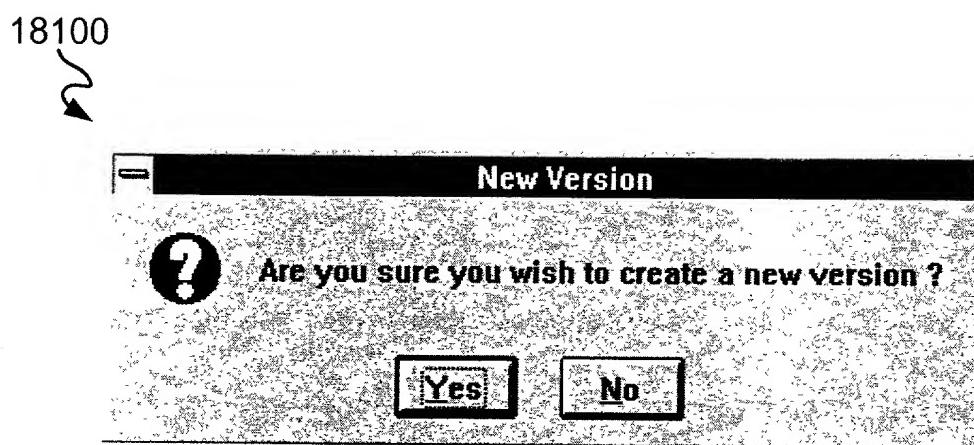


FIG. 181

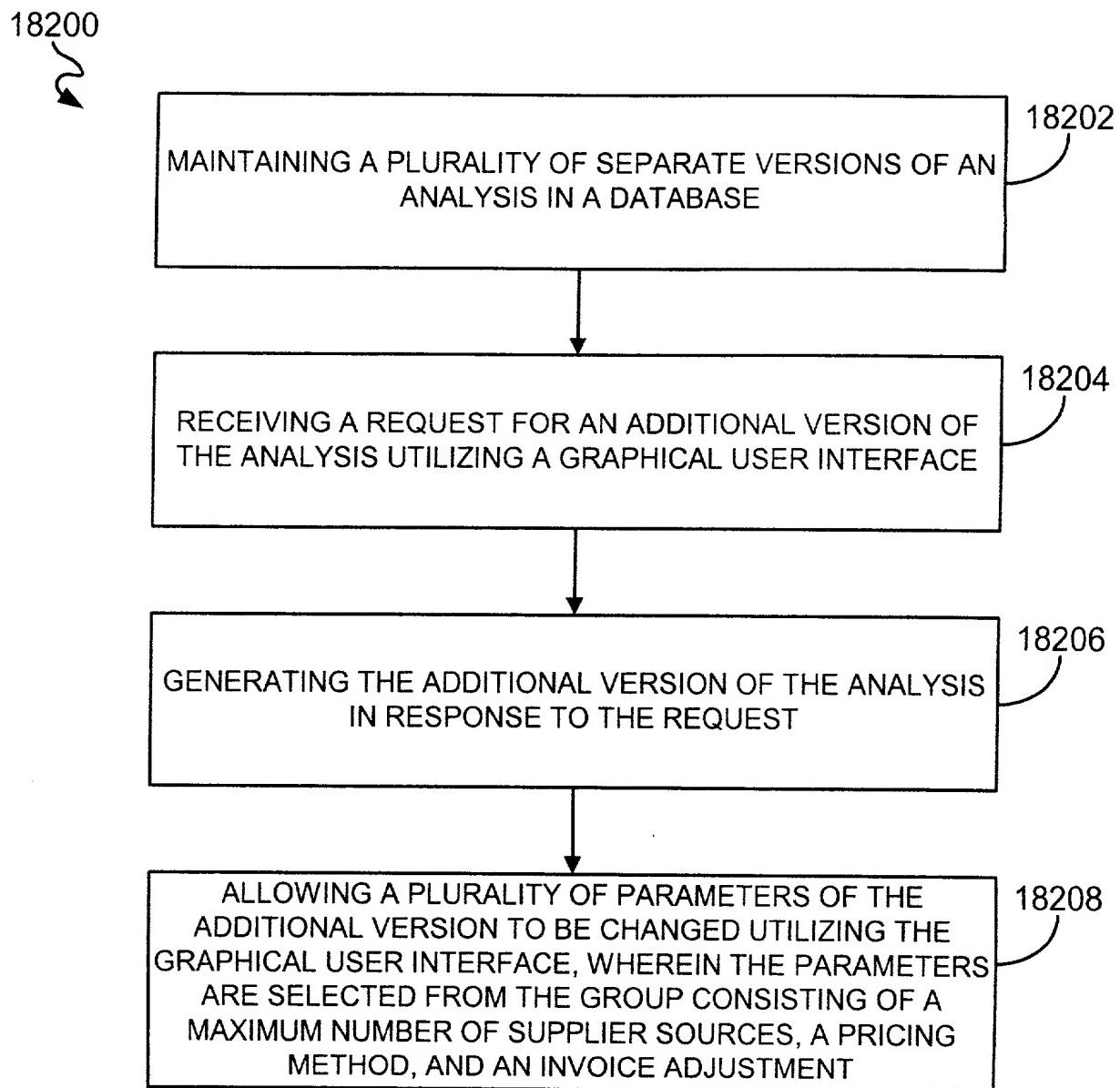


FIG. 182

18300

The screenshot shows a software interface with a search window and a results window. The search window has three buttons: 'Search', 'Query', and 'Reset'. The results window is titled 'Query Values' and contains a table with a single row labeled 'Supplier FOB' containing the value 'DOP'. To the right of this is another table titled 'Supplier FOB' with five rows: 'DOPACO-DOWNTOWN, PA', 'DOPACO-KINSTON, NC', 'DOPACO-ST. CHARLES, IL', 'DOPACO-STOCKTON, CA', and 'IMPERIAL BONDWARE-SHELBYVILLE, IL'. A message '7 Rows Selected' is displayed above the second table. Navigation buttons '>', '>>', and '<<' are located between the two tables.

Supplier FOB
DOP

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

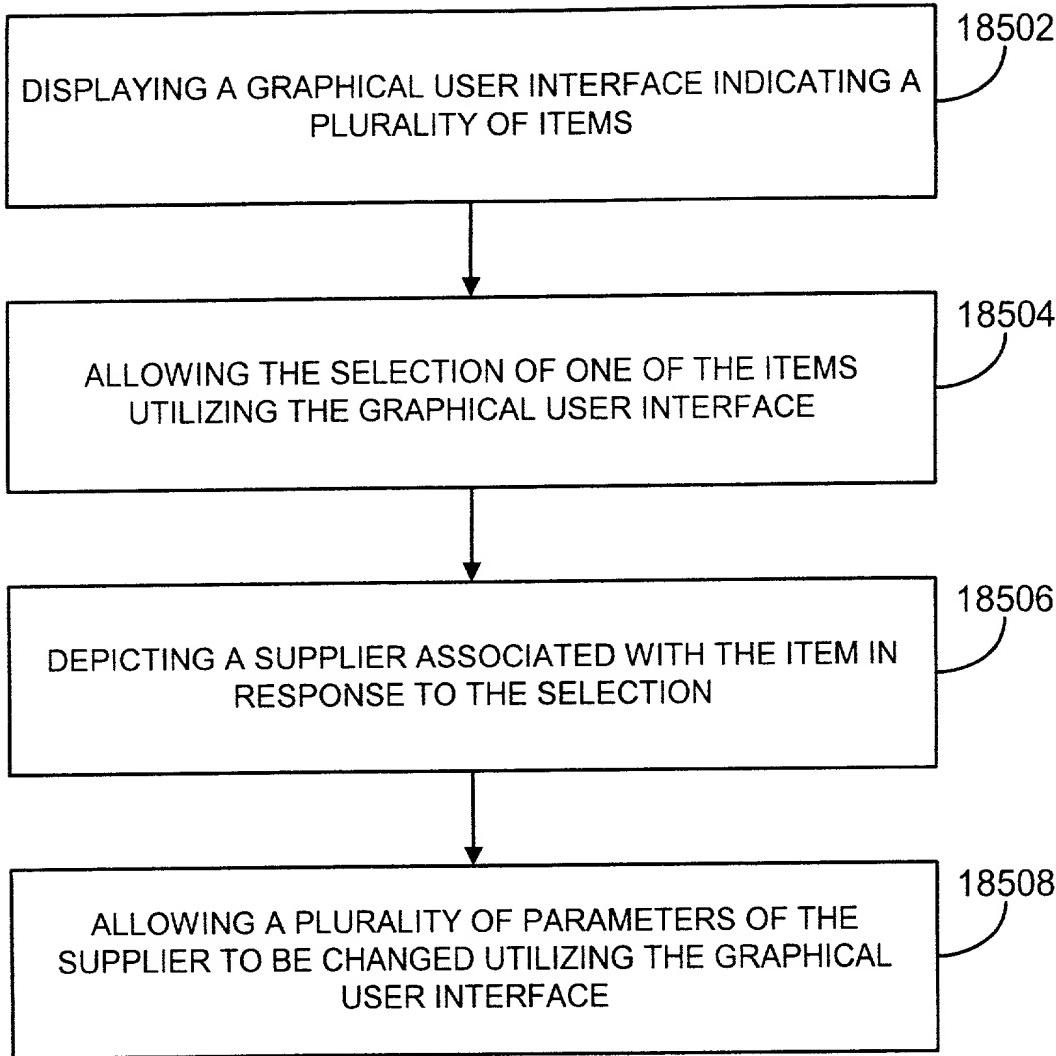


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942	
Items per Case:		Tie Qty:	5	
Innerpack Contents:	1200	High Qty:	5	
Item Size:		Cases Per Pallet:	25	
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No	
Case Length:	22.125	Mandatory	Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769	
Case Depth:	17.75	Gross Weight:	29 28 POUND(S)	
Case U/M INCHES		Net Weight:	27 28 POUND(S)	

FIG. 186

18700



FIG. 187

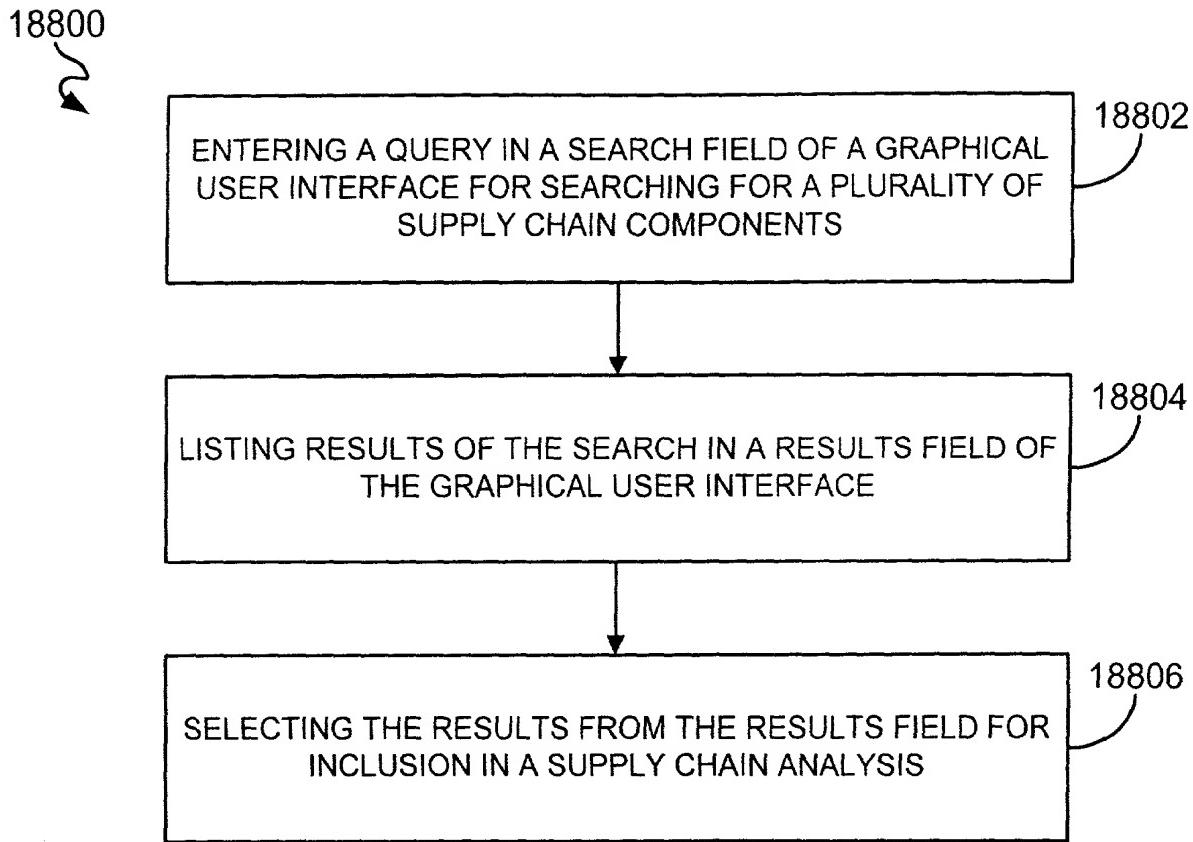


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC.-OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

P0000456658 0336004

19100

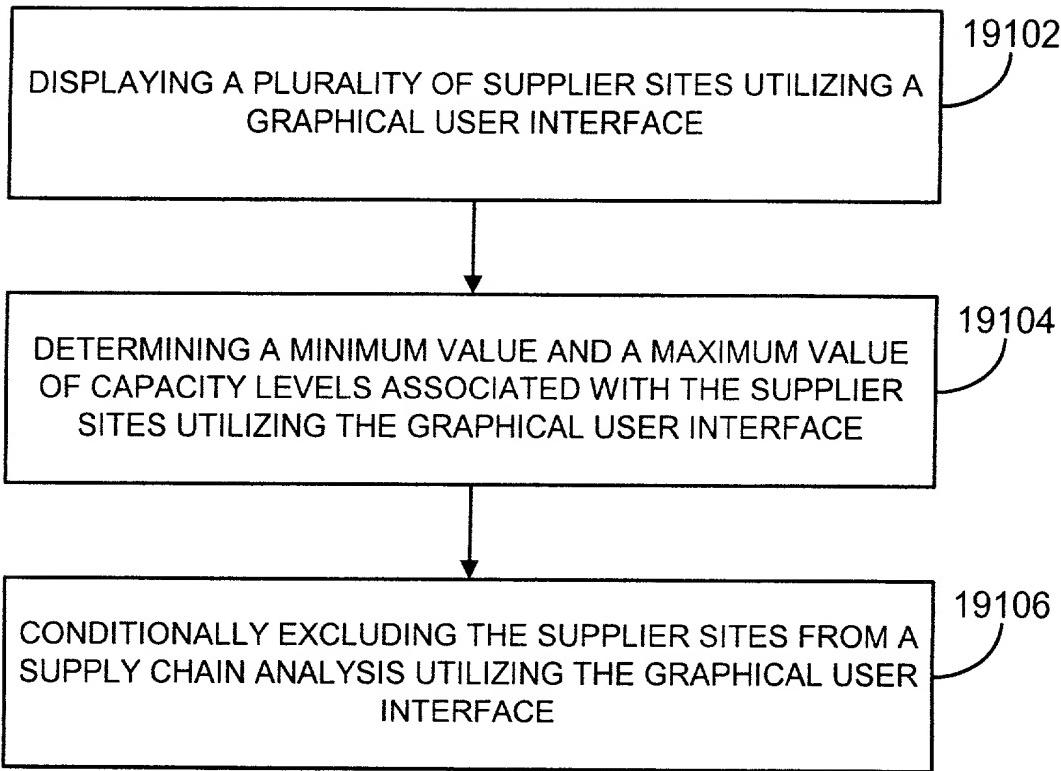


FIG. 191

19200



Supplier	#	Volume			
HUDSON INDUSTRIES	0				
INTERNATIONAL DIVERSEFOODS	0				
SUPERIOR COFFEE & FOODS	0				

Supplier-FOB	Item	Cont FOB	#	Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0		
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0		

FIG. 192

19300

Supplier # **Volume**

SSI FOOD SERVICES	0
TEXAS AMERICAN FOOD SERVICE	0
WHITEFORD FOODS	0

Supplier FOB Item Cont FOB # **Volume**

TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0028	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0010	2	2,508,000

FIG. 193

19400

Supplier # **Volume**

VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB Item Cont FOB # **Volume**

VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1

FIG. 194

19500

Item Description	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	LAMB-WESTON, INC-PASCO, WA

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

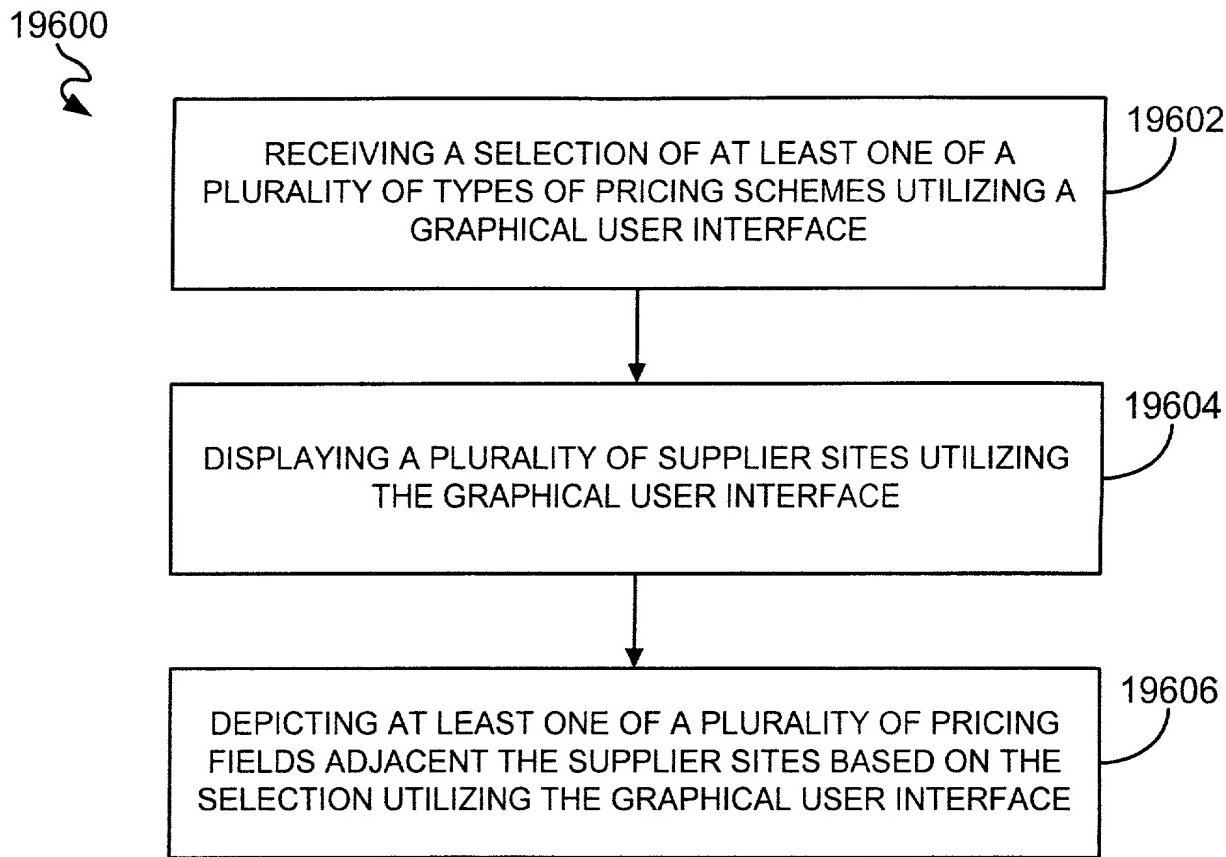


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5 00%		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5 00%	28
AMERISERVE/POST-DENVER	35	5 00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5 00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.0 00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

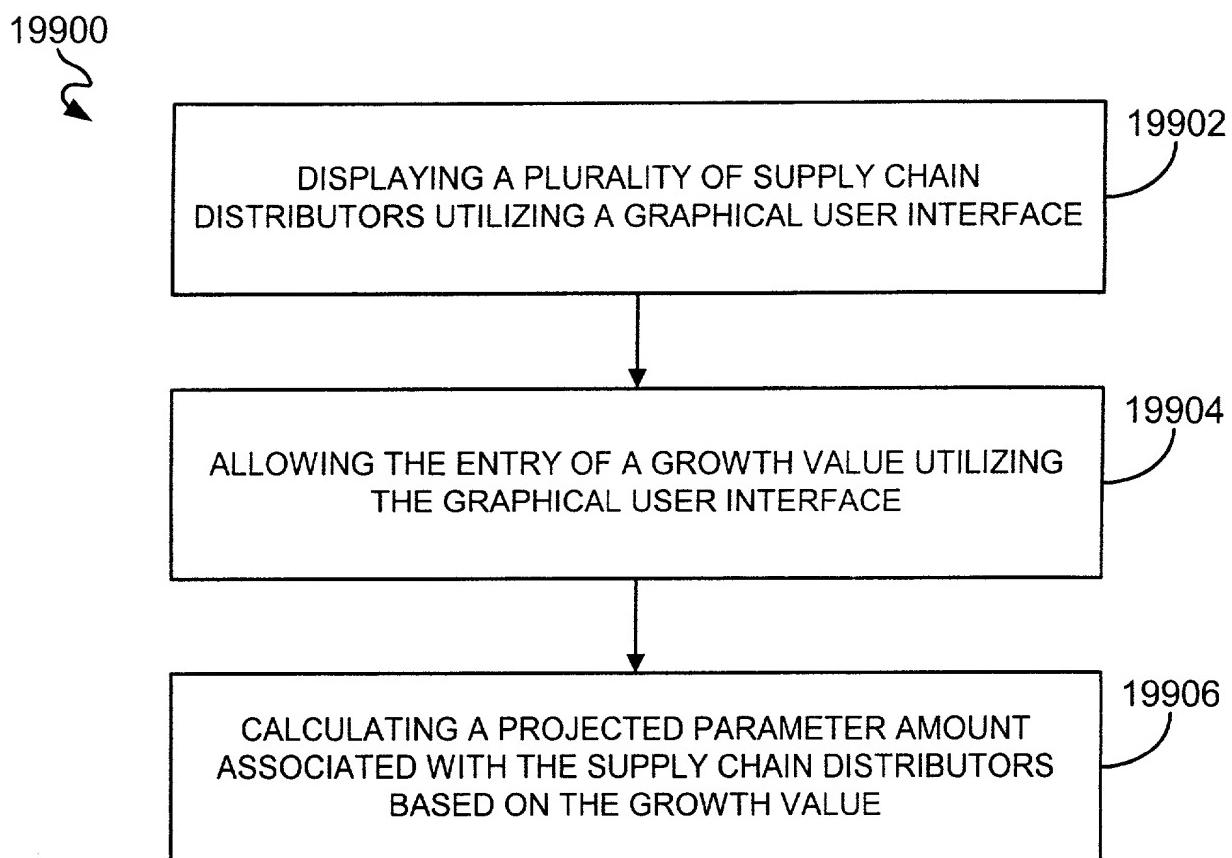


FIG. 199

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211
Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE\POST-DENVER	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE\POST-SALT LAKE UT	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	

20002

20100

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211
Distribution Center	Lane Restriction	
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE\POST-DENVER	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	

FIG. 201

20200

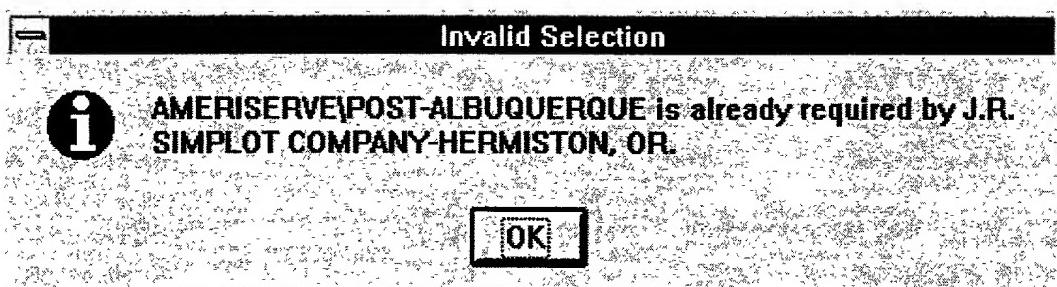


FIG. 202

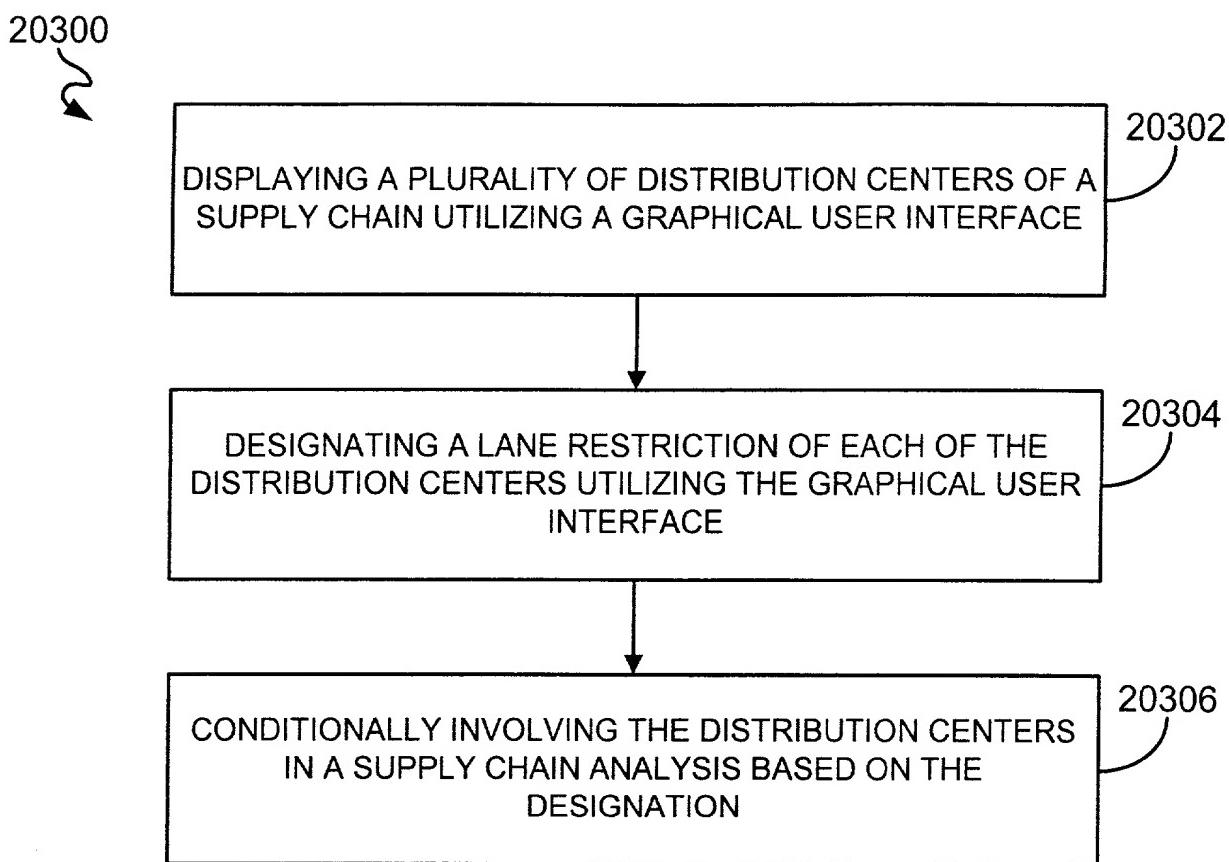


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99933
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE, UT	691		

FIG. 204

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FOREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELLVILLE AR	Russellville	AR	72801				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600

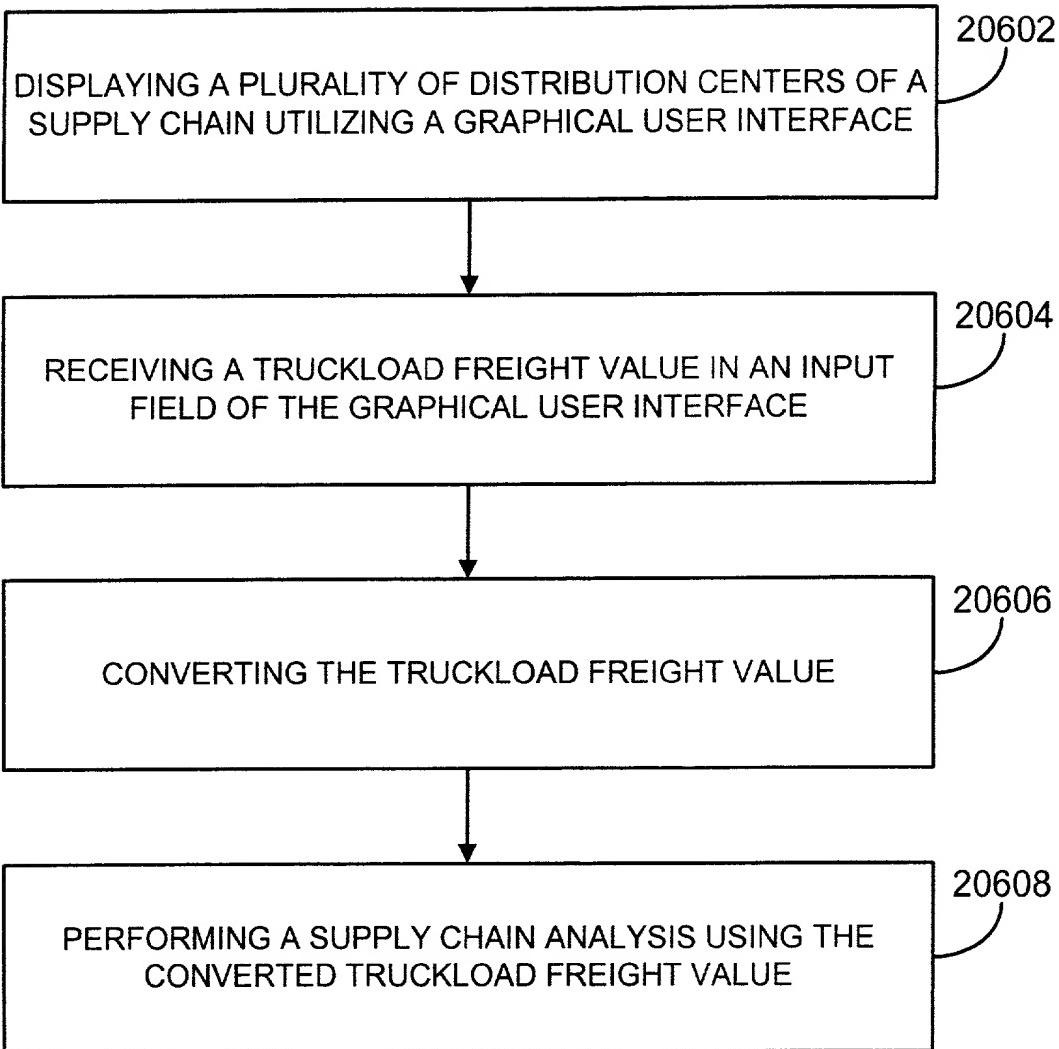


FIG. 206

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORLTAND RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point Corporate & FOB Point

FIG. 207

20800

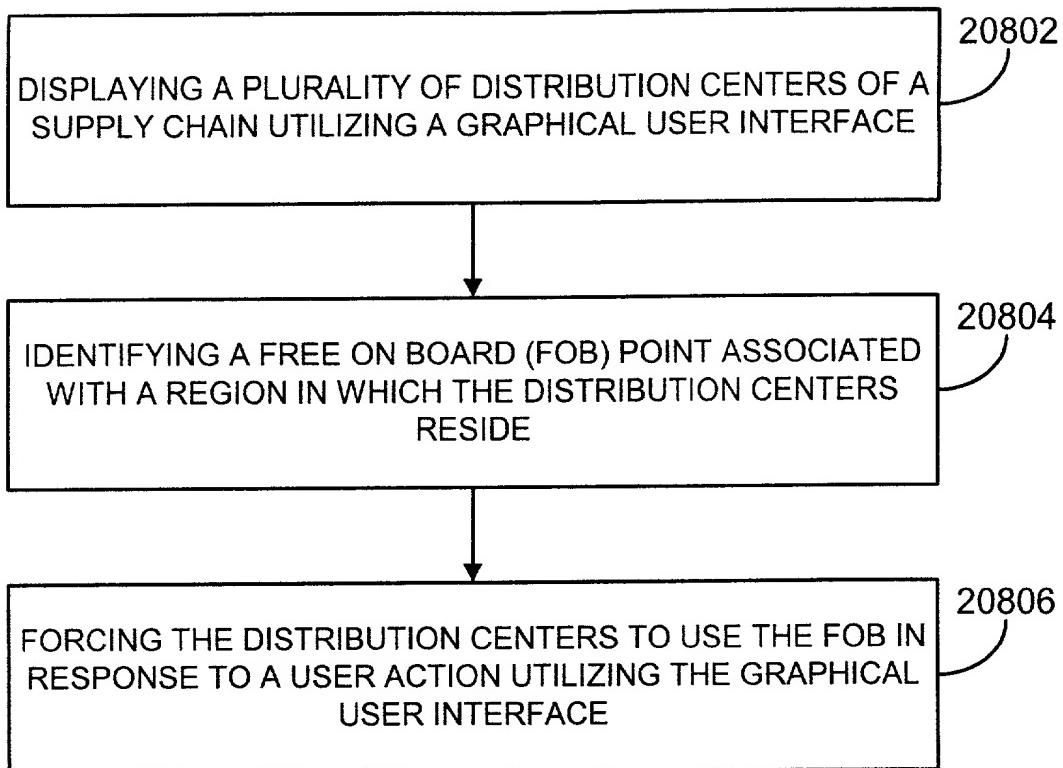


FIG. 208

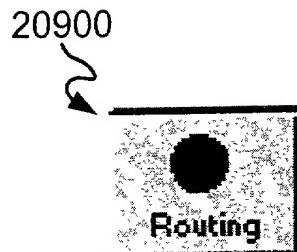


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Name:

- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

Report Parameters:

Supplier: (All)

Supplier FOB: (All)

Distribution Center: (All)

Version: Base Version

FIG. 210

21100

21102

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21104

DETERMINING A LOWEST COST ROUTING SCHEME FOR
EACH OF THE LANES

21106

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
LOWEST COST ROUTING SCHEME

FIG. 211

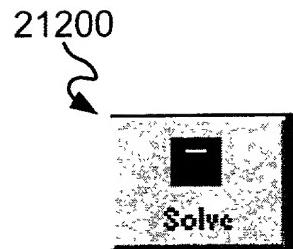


FIG. 212

21300

21302

Report Selection	
Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	New Capacity & Prices

FIG. 213

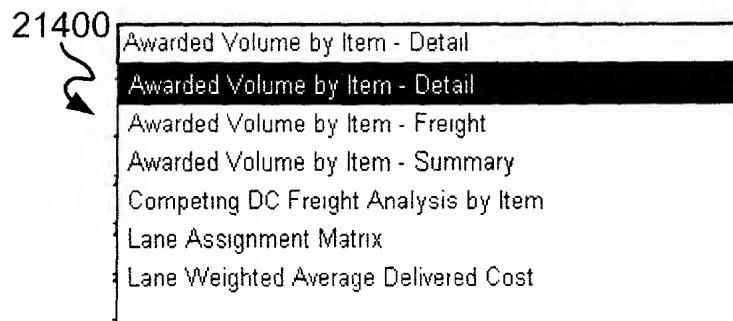


FIG. 214

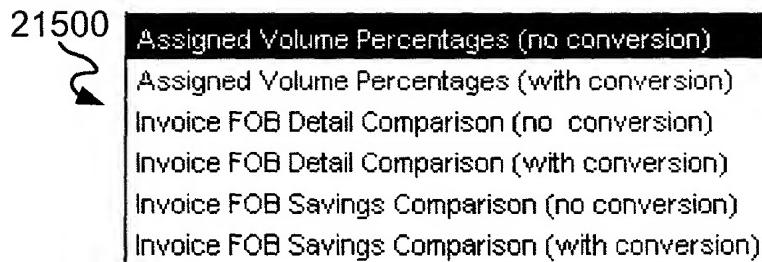


FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

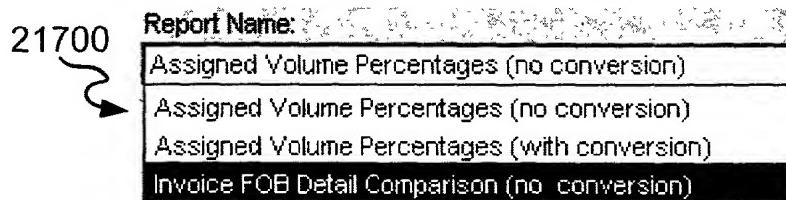


FIG. 217

21800

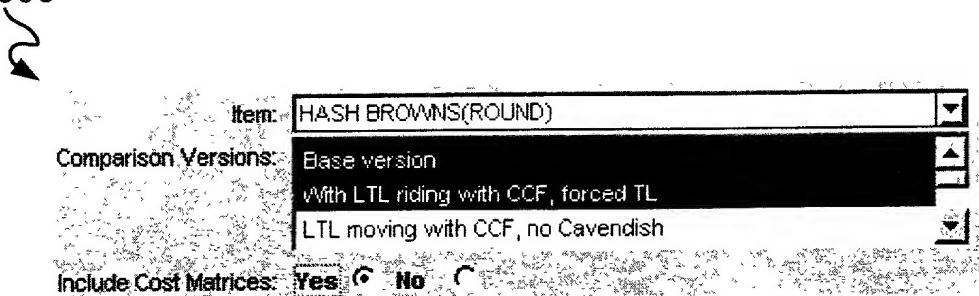


FIG. 218

21900

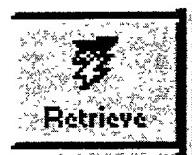


FIG. 219

22000

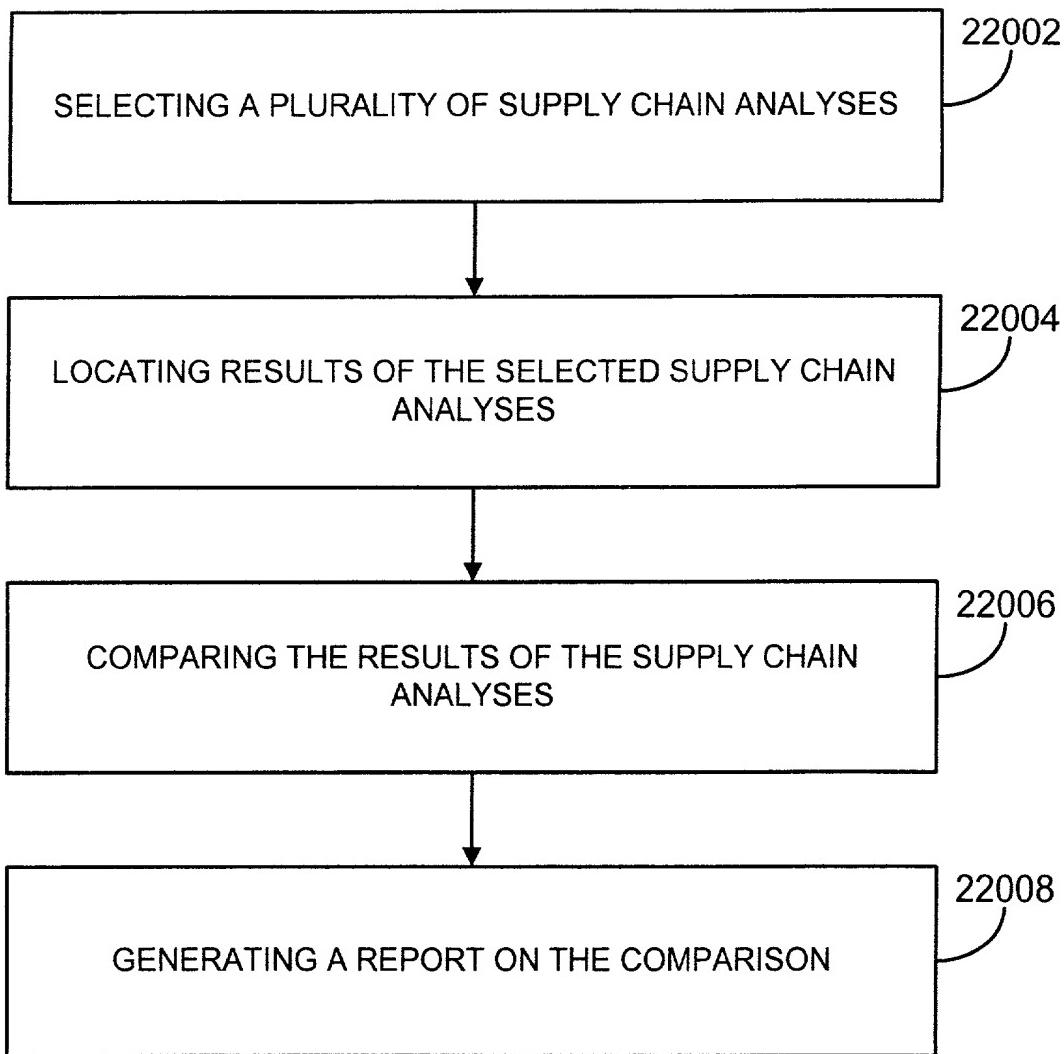


FIG. 220

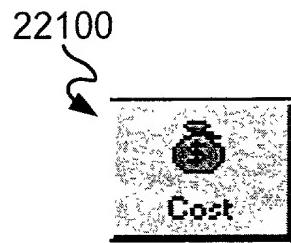


FIG. 221

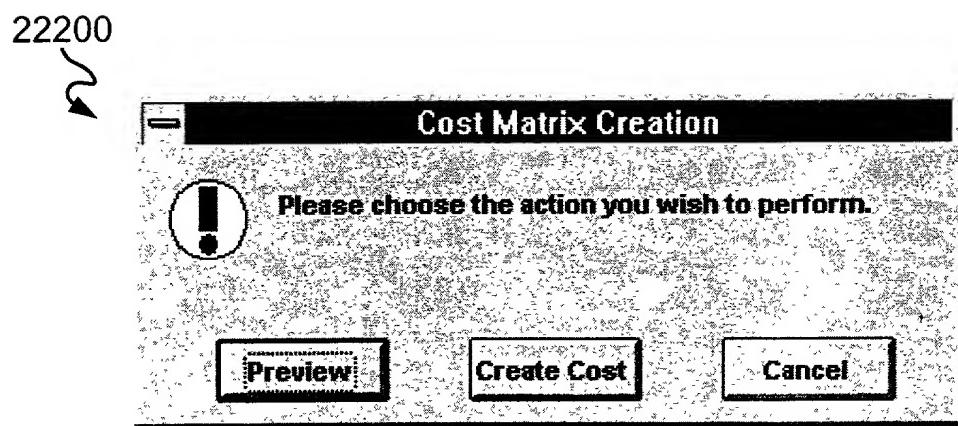


FIG. 222

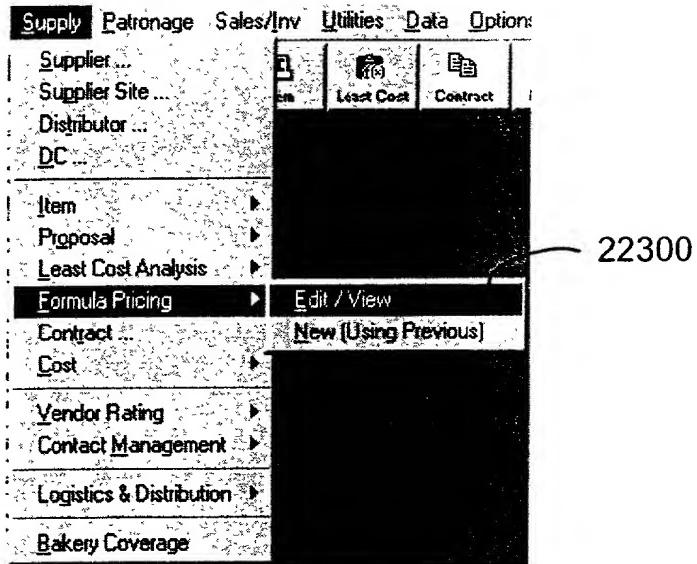


FIG. 223

22400

The dialog box has the following fields:

- Pricing ID:** 12
- Description:** Beef Pricing 04/06/01
- Item:** BEEF - 77%
- Raw Material Pricing Date:** 04/06/01
- From:** 03/23/01
- To:** 04/03/01
- Cost Matrix Begin Date:** 03/15/01
- End Date:** 03/28/01
- FOB Adjustment Amount:** 0 0000

FIG. 224

22500

Date	FRESH DOM 50%	FRESH DOM 55%	FRESH DOM 73%	FRESH DOM 75%	FRESH DOM 80%	FRESH DOM 85%	FRESH DOM 90%	FRESH DOM 95%	LEAN	LEAN BL	LEAN YW	LEAN BL	FRZN	IMP AUS	Lean Beef
	TRIM	TRIM	TRIM	TRIM	LEAN	LEAN	LEAN	LEAN							
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.9500	0.7980		
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.9400	0.8400		
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9500	0.9200		
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	0.9600	1.0000		
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9600	0.9550	0.8400		
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9988	1.0000	0.9870	0.9650	0.9870	0.7998		
03/31/98	0.8860	0.9180	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9550	0.9000		
04/01/98	0.9700	0.9200	0.9393	0.9650	0.8224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9630	0.9840		
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.9540	0.8200		
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.9580	0.8600		
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.9572	0.8760		

FIG. 225

22600

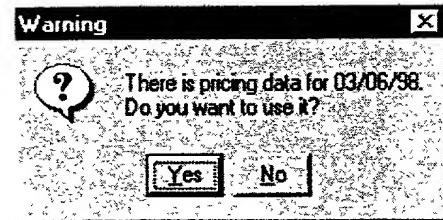


FIG. 226

22700

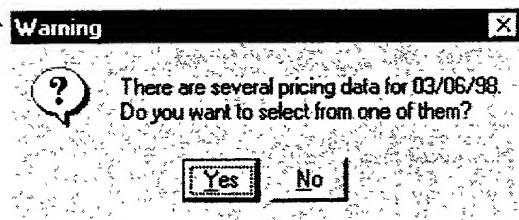


FIG. 227

22800

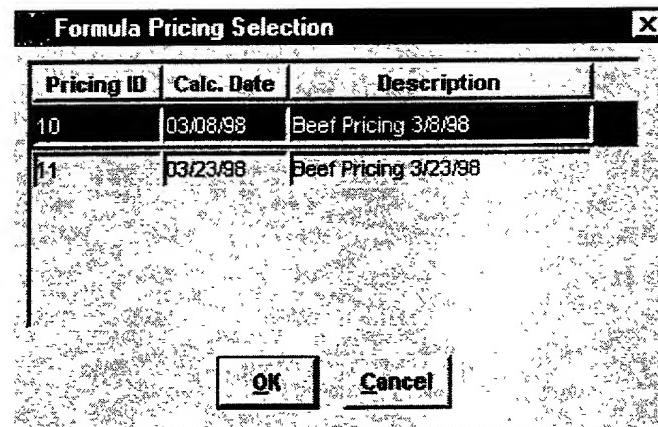


FIG. 228

22900

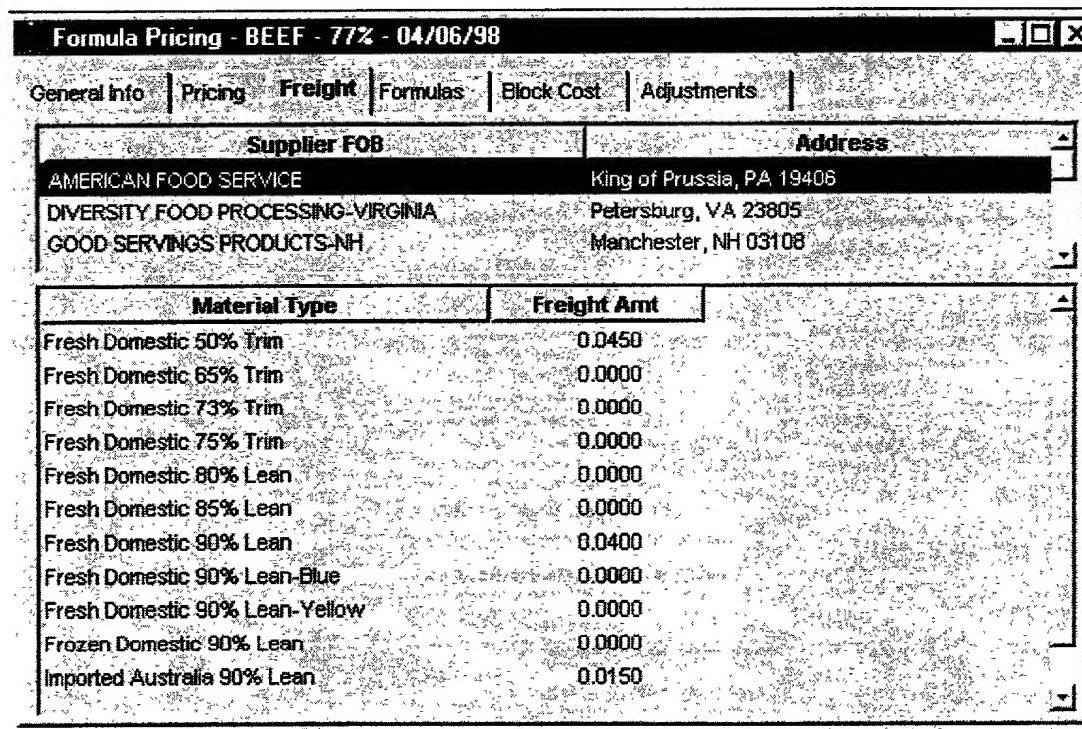


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments													
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total				
AFS-1	0.3120	0.2871															0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1388											0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042															0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200															0.2179	0.2388			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926															0.1750	0.1951	0.3650	0.3571	0.1350	0.1235	0.9864
TEX-1	0.3090	0.2768															0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WH-1	0.3250	0.2958															0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977															0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments									
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?													
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>													
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>													
GS-1	0.9866	0.98	\$1.0037	0.1267	\$1.1324	<input checked="" type="checkbox"/>													
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>													
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>													
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>													
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>													
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>													

FIG. 231

23200

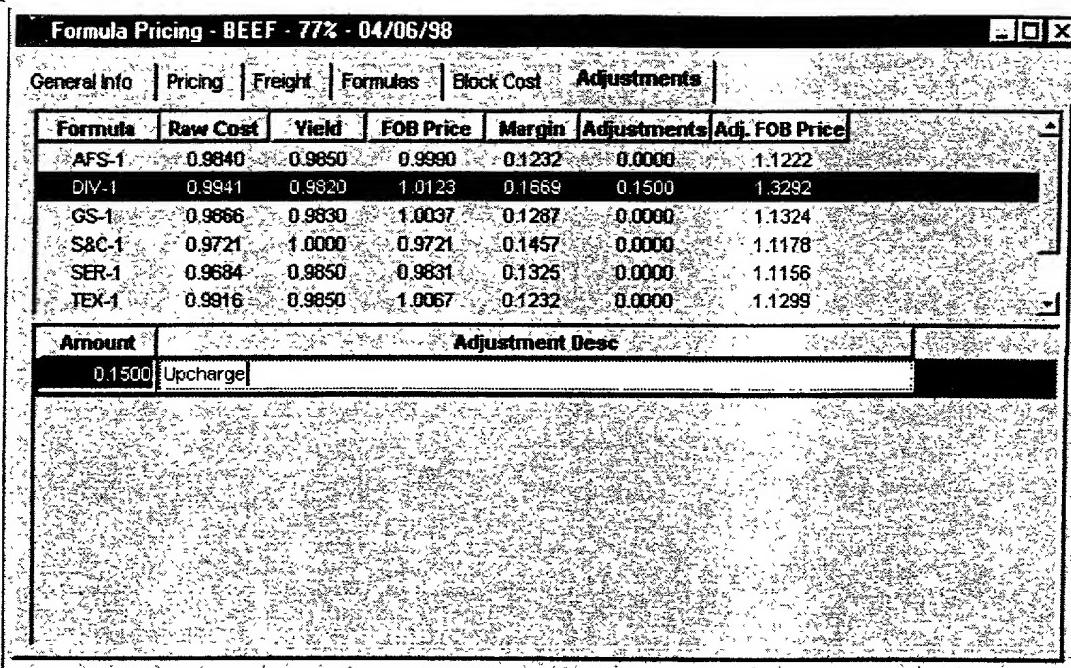


FIG. 232

FIG. 233

23300

Ins Row-

卷之三

Def Row

23400



FIG. 234

23500

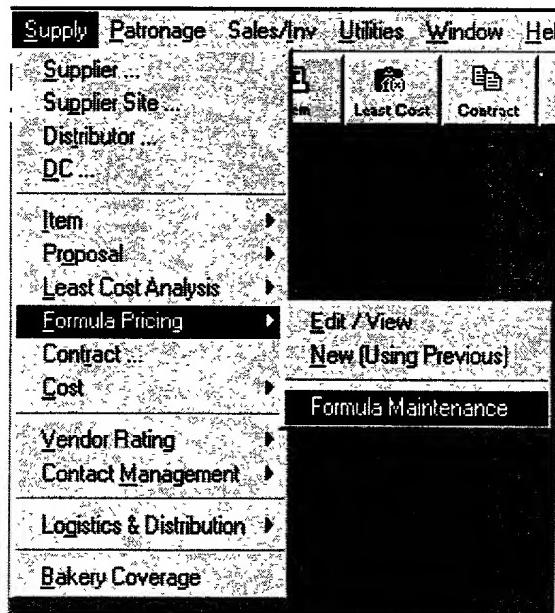
Formula Maintenance		Description	Short Name
Formula ID	Facility		
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235



23600

FIG. 236